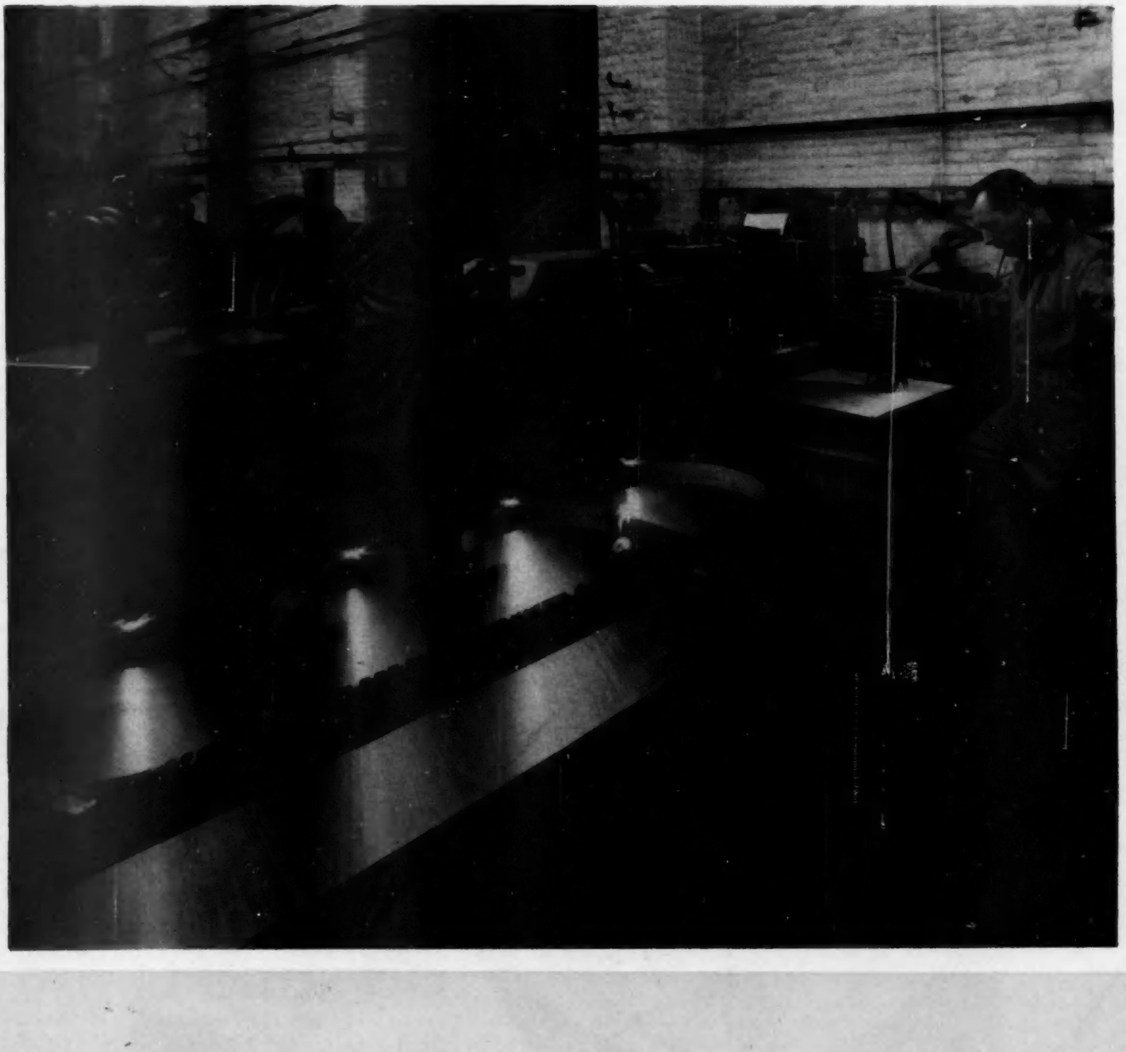
Board of Trade Journal

Volume 195, No. 3723 Published by Her Majesty's Stationery Office 26 July 1968



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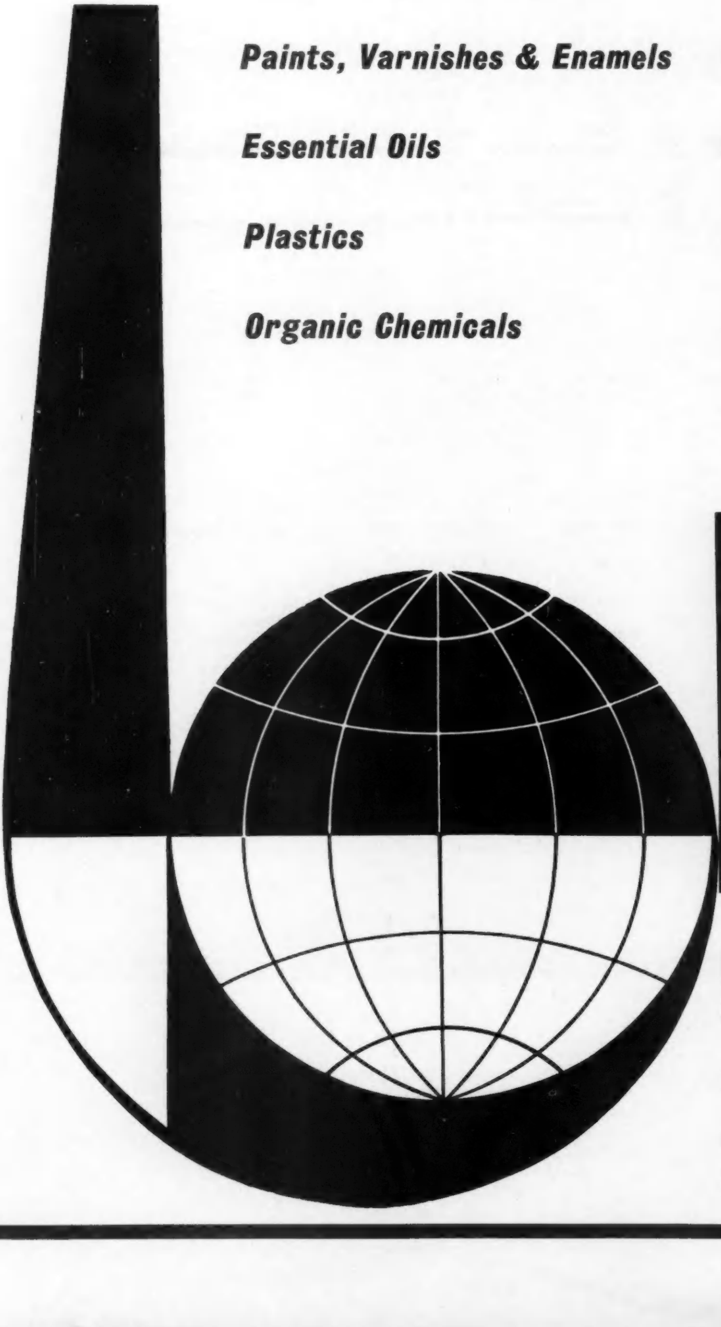

Board of Trade Journal

VOLUME 195, No. 3723, PAGES 209-304 26 JULY 1968
PRICE 2*s.* 0*d.* NET. SUBSCRIPTION INCLUDING POSTAGE £6 12*s.* 8*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877

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Front cover photograph

A Hancoline oxy-cutter profiling steel plate at the Peterborough works of precision engineers, Peter Brotherhood Limited. This versatile machine is used to profile components for a wide range of air and gas compressors, steam turbines, centrifugal pumps and custom-built special purpose machinery. Peter Brotherhood, who previously used an oxy-cutter which operated from metal templates, have dramatically halved profiling time with the new Hancoline which incorporates an automatic tracing system working from actual-size line drawings. The four burner oxy-cutter, which has a cutting area of 90in. by 120in., is manufactured by Hancock & Company (Engineers) Limited of Slough. It is currently assisting Peter Brotherhood's export effort to over 80 countries in all five continents which accounts for 60 per cent of the company's total production.

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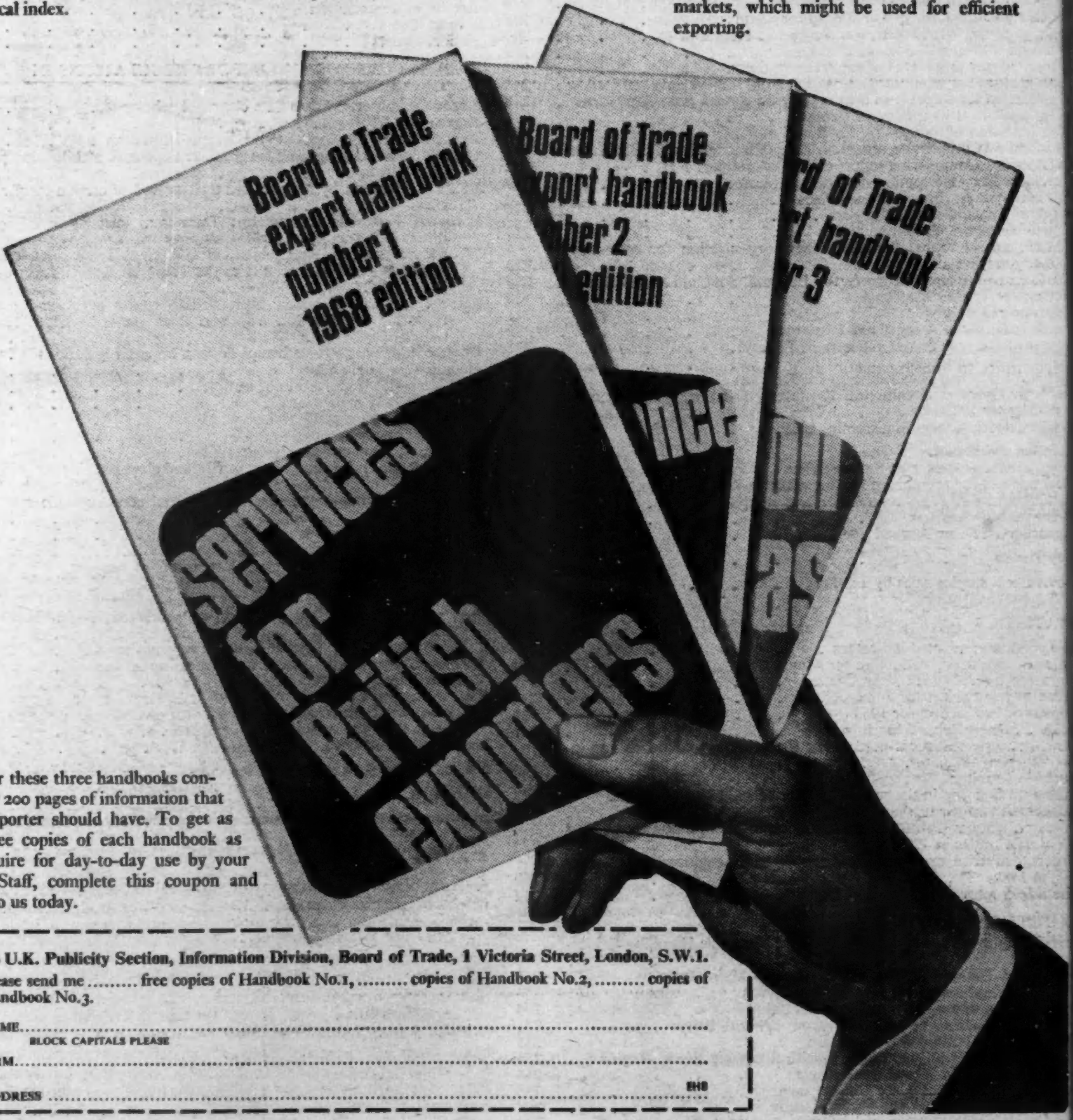
Nº3 'Organisation for Overseas Marketing', is intended especially for use by chief executives and senior management as a systematic guide to the types of organisation, both within the company at home and in overseas markets, which might be used for efficient exporting.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TRADING WITH EAST EUROPE—3

Expansion in the Polish market

By H. T. Kennedy, OBE, Commercial Counsellor at the British Embassy, Warsaw

BRITISH EXPORTS to Poland doubled between the years 1965 to 1967, rising from £24 million to £48 million. The target for 1968 is £60 million. Our trade is therefore increasing faster in this market than in any other. The United Kingdom is Poland's most important Supplier in the West and as a trading partner takes fourth place after the Soviet Union, East Germany and Czechoslovakia. Poland is therefore not only an interesting market for British manufacturers. It is one which cannot be ignored.

The exceptionally good results in recent years are in part the result of special factors which can hardly be expected to recur. Trade between Great Britain and Poland is on a bilateral basis and the current 5-Year Trade Arrangement is drawing to a close. Poland is due to balance her trade with the United Kingdom over the period of the current agreement, and since the trade balance was in Poland's favour during the earlier years of the agreement, the Polish authorities have taken positive steps to encourage their importers to buy British. These measures have been effective.

Our exports to Poland may not, therefore, increase quite as fast during the next few years as in the last three. Furthermore, there are limits to the expansion of Poland's purchasing power. Exports of agricultural goods appear to be reaching a plateau. Agricultural production continues to expand but so does domestic demand. Admittedly some interesting new export items such as sulphur and copper will begin to play their part in a few years, but in the meantime the Poles are having some difficulty in finding markets in Western Europe for their manufactured goods and engineering products. Until this problem has been solved Poland will be short of convertible currencies; indeed there has already been some scaling down of investment and of imports of investment goods.

An increasing GNP

Nevertheless, taking a long view, Poland's economic growth is likely to continue. For many years GNP has been increasing at an annual rate of about 6 per cent. Growth has been rapid because Poland has an extremely well balanced economy with ample reserves of several important raw materials and coal, a prosperous agriculture, with some 80 per cent of the land in private hands and a high rate of investment. Technical education has not been neglected. During the past 20 years the consumer has been harshly treated but the sacrifices have made possible the creation of a number of new and thriving industries, such as iron and steel, shipbuilding, petrochemicals and so on. Furthermore, the Polish authorities do not need to be convinced of the importance of foreign trade. Poland's share of world production exceeds her share of world trade and it is hoped to remedy this imbalance.

As regards the structure of British exports to Poland, industrial plant and machinery is by far the most important item, accounting in 1967 for some £20 million out of a total of £48 million. This is followed by non-ferrous metals (£7 million), chemicals (£5.7 million), textile fibres, yarns and fabrics (£3.2 million), rubber manufactures (£1.3 million) and scientific apparatus, instruments etc. (£1.1 million). Under the heading machinery and industrial plant, British manufacturers have obtained some very important contracts for chemical plant and for textile machinery. The Polish Government's decision to establish a motor industry has also led to large orders being placed in Britain for plant for the manufacture of components, for metal finishing equipment and also for machine tools. Under the heading instruments etc., computers are the most important item. A number of orders have been placed and more are expected. But the market for industrial control apparatus and scientific instruments is also interesting. Polish imports of consumer goods represent only a small proportion of the country's total imports and the United Kingdom's share of this sector of the market amounts to between £3 and £4 million a year. The bulk of this trade consists of outerwear and fabrics, usually of medium to high quality, which are sold through the PKO network of shops and paid for with the help of foreign exchange remittances received by Poles from abroad. A British Consumer Goods Exhibition, the first of its kind to be held in Poland, was staged in March last and resulted in sales of approximately £500,000.

Finally, a word should be said about 'know-how.' The Poles are well aware of the need to take advantage of the new technologies being developed in the West. Foreign investment is not permitted in Poland and 'know-how' must be acquired in some other way. The payment of royalties is only possible where goods made under foreign licence are exported to third countries. 'Know-how' is therefore usually purchased for cash either in the form of a once for all lump sum payment or on deferred terms. Quite often the price

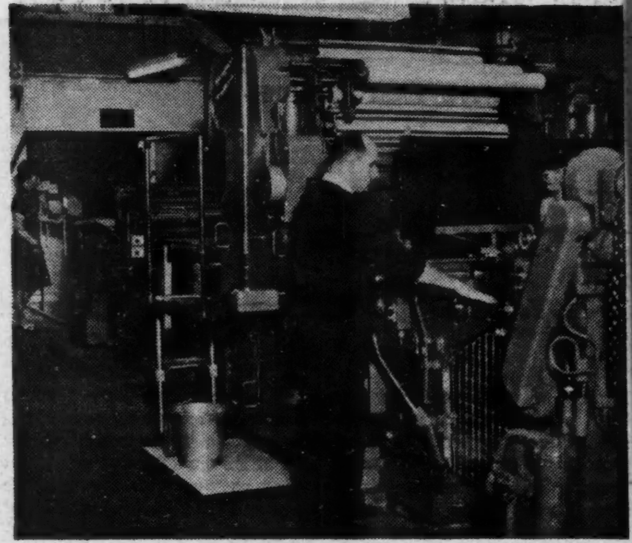
POGOTOWIE
RATUNKOWE

Sir Thomas Brimelow, British Ambassador in Poland, opened a working exhibition of Crypton equipment in Warsaw. Crypton arranged the exhibition with the collaboration of the Polish Ministry of Health, which has a 400-strong fleet of vehicles. Great interest was aroused by the exhibition which was visited by many transport technicians from other Polish government departments. Crypton expects to increase its already considerable exports to Poland as a result of the exhibition. The picture shows Polish technicians inspecting the range of Crypton equipment, which included a Crypton Heenan Rolling Road and a brake tester. The ambulance is seen being tested on the 'Rolling Road.'

EXPANSION IN THE POLISH MARKET, *continued*

of the 'know-how' is simply incorporated in the contract for the industrial plant for which the 'know-how' is supplied. Transactions involving 'know-how' or licensing arrangements are becoming an important element in Anglo-Polish trade.

Methods of doing business in Poland are determined by the way in which Poland's foreign trade is organized. Overall control is exercised by the Ministry of Foreign Trade, but the actual business of importing and exporting is handled by some 40 State Trading Enterprises specializing in specific sectors. It follows that most business is transacted in Warsaw. Some Enterprises however have their head office in the provinces, e.g. CENTROMOR, the trading Enterprise for the shipbuilding industry, is located at Gdansk. Important contracts are usually only concluded after difficult and long drawn out negotiations but the business is usually well worth while when it materializes. If a Polish Enterprise has had a good experience with a particular supplier they will not wish to change their source of supply without good reason.



A section of tinprinting line supplied to Metal Closures Ltd. of West Bromwich by the Controlled Heat & Air Division of Wellman Incandescent Furnace Co. Ltd., Smethwick. Similar plant is involved in the division's recently-announced £250,000 contract for Poland.

Recent liberalization measures

In the years after the war the Polish economy followed the Soviet pattern of rigid central control, the elimination of the price mechanism and the setting of physical targets. The Polish authorities have come to the conclusion that this sysem is not sufficiently flexible for the present requirements of the economy which has now reached a higher level of sophistication and seems about to enter the mass consumption stage. A number of measures of liberalization have been introduced in recent years and the Poles regard the economy as being in a phase of transition. Economic liberalization and decentralization have not proceeded as fast in Poland as for example in Czechoslovakia and Hungary, but nevertheless progress should not be underestimated. Industrial enterprises now work on a profit and loss basis and there are bonuses for good production and export performance. Enterprises are not wholly dependent on the State for new capital and may finance investments from their own resources. More use is being made of bank credit. There has been considerable delegation of decision making from the Ministries to the 'Combines' (or associations comprising all Enterprises in a particular branch of industry), and again by the Combines to individual factories. The general objective is to preserve the benefits of central planning with the advantages of the price mechanism and market forces at the micro economic level. These reforms call for a rather different approach by British exporters. While actual business will continue to be done by the State Trading Enterprises, direct contact with the end-users or the end-user's Combine is not only possible but desirable.

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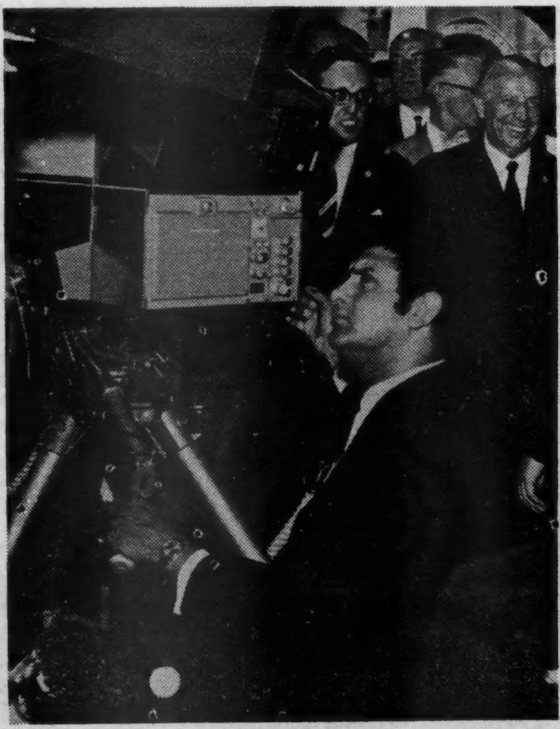
In practical terms, then, the Polish market is fairly typical of a country with a high rate of investment, in which the consumer is for the time being living fairly hard, but with the age of mass consumption just over the horizon. The main needs of the market are for industrial plant coupled with know-how. The chief growth industries are iron and steel, the chemical industry, the motor industry, non-ferrous metals, the textile industry and printing. There is an active demand for machine tools, furnaces etc. and also for modern instrumentation and control apparatus. The only effective way of tackling the market is by means of frequent visits. State Trading Enterprises do not like buying from people whom they do not know. The Poles often claim that British manufacturers are not making as great an effort in this market as their competitors. There is probably an element of truth in this. Representatives of British firms visiting Poland for the first time not infrequently find an interesting market which has been neglected for years.

The Poznan Trade Fair

As regards promotional activities, the Poznan Trade Fair, held annually in June, provides a useful opportunity for introducing products and has the added advantage that it is attended by representatives of most of Poland's neighbours. While it may be argued that 'Trade Fairs never sell capital goods,' Poznan nevertheless enables a manufacturer to make direct contact with end-users; this is useful, particularly where demand for a product is spread over a number of industries. In addition to the exhibition of British consumer goods referred to in an earlier paragraph and which may be repeated in subsequent years, it is hoped to hold an exhibition of scientific instruments and a British Engineering Week in the course of 1968. Manufacturers who are already familiar with the market and whose products are not too bulky or heavy sometimes bring out a travelling exhibition and they report that this is an inexpensive and extremely effective way of displaying their wares. Exhibitions of this kind in the technical field can usually be mounted with the help of the Polish Federation of Associations of Engineers and Technicians, 'NOT' of Czackiego 3/5, Warsaw.

'Compensation' or counter-trading

A word should be said about 'compensation' or counter-trading. Barter in the strict sense of the word is simply a device to enable State Trading Enterprises to finance imports which are not provided for in the Plan and it is more often than not a costly and cumbersome way of trading. Counter-trading is a refinement of barter. In return for large contracts, suppliers of plant to Poland are often asked to take a proportion, usually about 20 per cent, of the payment in Polish goods, preferably the products of the industry or group of industries which is making the purchase. The reason for this practice is that Poland is short of hard currencies. Counter-trading represents an attempt not only to pay for imported capital equipment but also make a breakthrough in Western European markets. The smaller and more specialized British firm is not usually in a position to accept Polish goods in this way, unless recourse is had to a specialist merchant with a resulting increase of prices. But if the prospective supplier is large or part of a powerful industrial group, then refusal to accept some Polish goods in return may lead to the loss of an order. The kinds of goods which foreign firms have found it possible to accept in the past have been machine tools, engineering products such as pressure vessels, etc., components required in large quantities for incorporation in an end product made in Western Europe, hand tools etc. Provided the problems of quality control and regularity of delivery can be overcome, trade of this kind may be to the advantage of both parties. A further refinement is the technical co-operation agreement between the foreign firm and a Polish entity. By supplying 'know-how' and machinery and the more sophisticated components, the British partner is able to help the Polish partner not only to supply up-to-date products to his own domestic market but also to win export orders in third countries. In return the British partner obtains preferential treatment for his products in the Polish market and sometimes indirect exports to third country markets where he has difficulty in selling direct. British firms would be well advised not to turn down proposals without taking a careful look.



Watched by President of the Polish State Council Marszale Marian Spychalski, Mr. D. Beale of EMI Electronics Ltd. demonstrates the EMI 2001 colour TV Camera during the recent Poznan Trade Fair.

PREVIOUS ARTICLES IN THIS SERIES

The first article, in this series was 'New trends in Anglo-Soviet trade' (July 5, page 3). It was followed by 'Rumania – a growth market for British exporters' (July 12, page 75).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

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President announces official British mission to Soviet Union

AN OFFICIAL British Mission to visit Moscow in the early autumn was announced by Mr. Anthony Crosland, President of the Board of Trade, speaking at the Russo-British Chamber of Commerce lunch in London on July 18. The mission will be led by the Board of Trade and will include representatives of the Department of Economic Affairs and the Ministry of Technology. The mission will hold detailed discussions with Gosplan and the Ministry of Foreign Trade.

Earlier the President had spoken of his recent visit to the Soviet Union. It was not his first visit, he said, but it was his introduction to the field of Anglo-Soviet trade. He had been very pleased to have the opportunity of direct discussions with Mr. Patolichev.

'Needless to say, we did not at once solve all the problems – that will take a little longer – but I should like to feel that our frank exchange of views will be a contribution to the aim on which we both agreed – the growth of our mutual trade,' said the President.

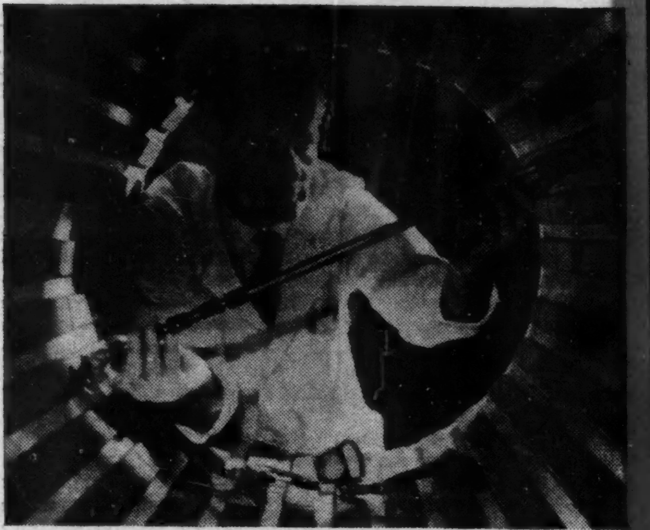
Mr. Crosland spoke of encouraging signs of the growth of Anglo-Soviet trade. First, in 1967 our exports to the Soviet Union rose by a quarter to the record figure of £63 million; imports, at £123 million, were marginally down on the previous year's peak. Up to the end of May this year our imports were up but were actually exceeded by our exports. It was a long time since this had happened over so sustained a period. In June the seasonal bulge in our imports from the Soviet Union began to be felt, and the provisional out-turn for the half year was British exports £54 million, imports £58 million. Even so these were most encouraging figures.

Secondly, there was good evidence of growing contacts between British and Soviet industry. These were all opportunities for getting to know the products and market potentialities of the other country. Whatever the title, such contacts all contributed to increased trade.

'Thirdly,' said the President, 'I note the diversification of the content of trade. On our side, we have been very pleased to see consumer goods playing a substantial part in our export business. We are glad to see clothing and footwear orders on an almost unprecedented scale. If there is one point which came out of my discussions with Mr. Patolichev last month, it is that on the Soviet side they too are anxious to see a diversification of their exports. Quite naturally they look with covetous eyes at the share of international trade taken by manufactured products, particularly machinery and equipment, and aim to participate from their own ever-growing industrial potential.

'You will understand, therefore, why I regard next month's Soviet exhibition as being particularly timely. For three weeks in August our manufacturers and consumers will have an opportunity to see at Earls Court what the Soviet Union can now supply, as well as seeing an exposition of Soviet achievements and way of life. It promises to be a remarkable display, ranging from Yuri Gagarin's actual spaceship to a model of the Soviet atomic-powered ice-breaker. The British Industrial Exhibition held in Moscow in 1966 made, I am sure, a significant contribution to the subsequent growth of our sales. I am sure the Soviet side look forward to similar benefits from this, the second Soviet exhibition in London. I shall take particular interest in the machinery and equipment on offer.

'Looking further ahead, what is the next step we should take to foster our mutual trade? When I was in Moscow last month, I had the privilege of also meeting Mr. Kosygin, Mr. Kirillin (the Chairman of the State Committee for Science and Technology) and Mr. Baibakov (the Chairman of Gosplan). It seemed to all of us that trade might be encouraged if each side was more aware of the other's long-term plans for the development of the economy. If, for example, we can have consultations while the next Soviet five-year plan is in its formative stage, we might well be able to put forward proposals for British participation in the expansion of specific sectors where our expertize and technology would be of particular value to the Soviet Union. Equally, although we in this country do not have such a concrete and definite plan for our future economic development, we may be able to indicate to the Soviet side certain sectors of interest to them where favourable opportunities may offer themselves for the growth of their sales to us.'



BTR Industries Limited is to supply £150,000 worth of stern-tube bearings for a fleet of Russian ice-breakers. Specified by Sudoimport, the Soviet Government's import and export department, for all five of its polar ice-breakers, the order follows a successful trial of BTR's Silverline bearings last year when they were tested on the 15,000-ton ice-breaker, 'Kiev.' The picture shows the final internal diameter check of a bearing.

Scottish trade mission to Soviet Union

THE SCOTTISH COUNCIL (Development and Industry) announce that one of the largest trade missions ever to leave the United Kingdom is going to the Soviet Union in the autumn. The mission has been sponsored by the Scottish Export Committee and will be led by Lord Clydesmuir, chairman of the Scottish Council. About 40 Scottish manufacturers, of products ranging from electronics and capital equipment to textiles and consumer durables, will be represented.

Plans for the mission were announced in Edinburgh on July 16 by Mr. Donald Reid, head of the Scottish Council's trade division. Mr. Reid leaves for Moscow on July 29 to discuss arrangements for the mission with Soviet officials and the British government's commercial representatives.

The mission will arrive in Moscow on October 13 and will leave for home on October 18. While Moscow will be the base of operations for the week, individual members hope to visit industrial plants and organizations in other centres.

Mr. Reid said that trade between the two countries had increased steadily in recent years. Last year, United Kingdom exports to the Soviet Union totalled £63 million, but imports into the United Kingdom from the Soviet Union were valued at £123 million. It was hoped, he said, that the renewal of the five-year British-Soviet Trade Agreement in 1969 would lead to a faster rate of expansion and additional opportunities.

'A wide cross-section of industrial interests is represented on the mission,' Mr. Reid said, 'and each member will have the authority not only to take on-the-spot decisions but also to discuss product technicalities.

'The mission will be Scotland's largest-ever and one of the largest if not the largest, organized from the United Kingdom.

'The high level of interest shown by Scottish industry in the mission reflects the growing importance of the Soviet Union as a market as well as the readiness of exporters to grasp opportunities for expanding their overseas trade.

'Until recently, Russian purchases from the United Kingdom were largely in the field of capital equipment and engineering. Now there are far greater openings than ever for consumer goods and consumer durables. In fact, over a third of the companies going on the mission are consumer goods manufacturers.'

The mission was approved by the Russians last autumn during the visit to Moscow of Mr. William Ross, Secretary of State for Scotland, who at the request of the Scottish Export Committee had discussions with the Soviet authorities.

It is eight years since the last Scottish trade mission to the Soviet Union. This was the first Scottish mission of its kind to anywhere in the world and was led, as this one will be, by Lord Clydesmuir. The difference between the first Soviet mission and the present one is striking. Just over a dozen Scottish companies were represented on the 1960 mission. Thirty-five are already going on the autumn mission and several other companies are likely to become members soon.

Since 1960, Scottish missions have been organized to Denmark, Sweden, West Germany, France, Poland, Czechoslovakia, Switzerland, the United States, Canada, Australia, New Zealand, Hong Kong, Japan, Benelux, Austria – and now the Soviet Union for a second time.

President opens 'world's most advanced dry battery factory' in the North-east

'THE MOST ADVANCED dry battery factory in the world' was officially opened by Mr. Anthony Crosland, President of the Board of Trade, at Stanley, Co. Durham, on July 19. Congratulating the Ever Ready Company on the inauguration of the factory, the President said 'I am delighted that it is located here in Tanfield Lea, and I am particularly delighted that I am here today to open it. The bulk of its 1,500 employees will be men and that will be of great benefit in offsetting the effect of colliery closures in the area. I am very pleased to learn that the bulk of the production will go to export, so that it will contribute substantially in that vital sphere as well.'

The President said it was a matter of continuing concern to the Government, and particularly to him at the Board of Trade, that there was still a wide disparity between the level of employment in the development areas and the level elsewhere. The Government had pursued, and would continue to pursue a policy designed to redress this imbalance, and it was a vindication of their policy, that a firm of Ever Ready's stature should come into North-west Durham with a major development of this sort. Their decision afforded tangible evidence that there were sound economic considerations which made a move into a development area a very worthwhile proposition to the company concerned.

'We know that particularly human problems will arise in areas like this affected by colliery closures, and so we introduced special measures in last November to provide additional assistance to firms setting up new projects, over and above that applying in development areas generally', continued the President. 'The instrument of the advance factory has proved a most useful stimulant to securing new developments. The first one here at Stanley was allocated some time ago and the second, I am pleased to say, is the subject of a firm application. At Consett another advance factory has been taken by a firm making metal containers, and we are buying an additional 20 acres or so of land there as a further aid to securing new industry.

'Employment in coalmining in North-west Durham has declined by between one-third and one-half in the last three years. This is a serious problem. Nevertheless new industry on a considerable scale is being attracted, the bulk of which represents jobs for men. We shall persist with our efforts to bring more industry to Durham. Success for our development area policies will come faster if we can achieve our national aim of healthy growth in the British economy and this depends on achieving a strong balance of payments. I clearly recollect my regional visits last winter. At that time, the economy was in the doldrums, many of our advance factories stood empty with but few inquiries and, understandably, one heard expression of concern at the situation.

'Frankly – as I regularly made clear at that time – I did not share the view of the pessimists. I knew that our economic measures were the right ones, that they would soon begin to bite, and that they would lead on to the industrial expansion we are all seeking less than 12 months later, the contrast in mood is, I believe, striking. A significant improvement is already taking place and gathering momentum. In the special development areas alone, 12 advance factories have been allocated since the beginning of this year: No less than seven of these are in the North-east. This is an indication of growing confidence.

'There are clear signs that our economic strategy is working. Devaluation imposes sacrifices on the whole community, but it does give us the chance of steady economic expansion based on rapidly increasing exports. Exports have been rising strongly in the first six month of 1968. Exporters are highly optimistic about their prospects, and a great many firms have reported increased export orders. We can all take satisfaction in the recent growth of industrial production, and even more in the trend to higher productivity.

'All of us here, I know, recognise how basic to the future health of the area this task of securing new industry and alternative employment is. I am pleased to see that the co-operation of the local authorities, which is vital, is one of the factors mentioned by Ever Ready in their decision to come here. This co-operation is well reflected in the mutual association of individual authorities in North-west Durham and in the major contribution that the County Council are making to encourage new industry.'

Mr J. F. J. Jardine (centre), Midland Regional Controller, Board of Trade, at the official opening recently of the new headquarters of the North Staffordshire Chamber of Commerce at Winton House, Stoke-on-Trent. Mr. Jardine is with officers of the Chamber: from left to right, Mr. A. J. Dale, deputy president; Mr. E. M. Breeze, president; Mr. T. Byatt, treasurer; and Mr. James Glover, secretary. (Photo by courtesy of Staffordshire Sentinel.)

New comprehensive directory of export houses to be published

THE BRITISH EXPORT Houses Association is to produce with the help of a grant from the Board of Trade a comprehensive directory of export houses which the Association estimate handle or finance a thousand million pounds worth of British exports a year.

This was announced on July 23 by Mr. Anthony Crosland, President of the Board of Trade, in a written Parliamentary Answer.

The directory, which will include both members and non-members of BEHA, will define the functions of export houses and show the product and market interest of individual companies. It is estimated there are about 700 companies involved, over half of which are members of the Association.

Before the Directory is published detailed research is being made into the functions, activities and capabilities of export houses so that a register can be compiled.

The Board of Trade's grant – up to £13,000 – is for this work which is expected to take six to nine months.

Technics Ltd. are the Consultants retained by the Association to carry out the research and to prepare the initial register. Companies – non-members of the Association – wishing to receive a questionnaire and to be included in the research should write to Technics Ltd., 21/22 Grosvenor Street, London, W.1.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 243 of this issue).

'Exporting is not a haphazard business'

—Lord Brown

INTRODUCING THE second reading of the Finance Bill in the House of Lords on July 17, Lord Brown, Minister of State, Board of Trade, spoke of the part played by the Government services in promoting exports and the need to avoid wasting these resources on unproductive approaches to exporting.

In referring to the greatly increased extent to which Government services are being used by exporters, Lord Brown said: 'The number of inquiries to our Export Services Branch has increased 20 per cent. since devaluation. There are now 110 export officers in the nine Board of Trade Regional Offices making 1,500 visits each month to individual firms, and there are now 36 well-established export clubs in the country. There are 690 commercial officers entirely engaged on export promotion work in our 200 posts overseas.

'Here are a number of comparative figures referring to the changed situation between 1965 and 1967. Joint ventures supported by the Board of Trade at trade fairs exhibitions increased from 70 to 241; the provision of British pavilions from 5 to 11; store promotions from 58 to 230; inward missions from 28 to 46; outward missions from 45 to 103; and market research missions from 30 to 74.

'The very important trade promotion activities of the 230 business men who serve the 12 area committees of the British National Export Council are extremely important and are growing. What is not so fully recognized is the part played by senior chambers of commerce, trade associations and export councils in promoting visits overseas by groups of exporters. Their activities now reach formidable proportions and are growing rapidly.

'In the field of consultancy, constructional work and capital equipment we want our exporters to have the fullest possible support in tackling the great opportunities presented by major projects overseas. We have therefore set up an Overseas Projects Group in the Board of Trade. An operations room is now centralising all information from all available sources about projects overseas. This will build up a comprehensive picture of opportunities for projects and allied consulting work and of how we and our competitors are tackling these opportunities. This will help us to ensure that prospective openings are brought to the attention of those best placed to exploit them and that all the agencies which can assist in securing contracts are rapidly and effectively co-ordinated.

'The Overseas Projects Group is presently discussing with the nationalized industries and other Government Departments which are major purchasers in our home market how they may contribute or still further develop their present contribution to aiding British companies to win major contracts overseas. We intend to harness the considerable technical expertise and experience of these national users in combination with private independent consultants in support of the export drive.

'A crucial problem facing manufacturers who wish to exploit a new market is the difficulty of finding good agents overseas. Moreover, there are few major manufacturers who have not at least some unsatisfactory agents in some markets. Good agents are scarce, and with the growth of technology and of new sources of supply they are becoming progressively scarcer. Here, then, is an important gap to be closed, and the Board of Trade have devised a scheme, known as the export representative scheme, which has the object of facilitating the formation of groups of manufacturers of non-competitive products who will set up, on a joint basis, their own selling organization overseas or, in the case of smaller firms, who will share the cost of employing a direct sales representative in overseas markets.

'We are at present exploring the scope for its application in two selected markets, and I feel that this scheme has exciting prospects for increasing exports. There are 700 merchant export houses in this country.

'One estimate suggests that these export houses are handling or financing £1,000 million worth of exports each year. Unfortunately, they are a somewhat amorphous profession, and it is difficult to identify which export houses can be of specific service to particular would-be exporters. The Board of Trade are financially assisting them to carry out a complete survey of the profession as a means of getting more explicit knowledge of the precise contribution made by each firm and this, they believe, will lead to a situation where many would-be exporters can take far more advantage of their great experience.

'As will be seen, the Government already have extensive services for helping exporters and would-be exporters. All this involves the spending of considerable sums and the employment of numerous officials at home and overseas. But not all firms can benefit from the use of these services, and too often time and money which would be of great help to serious exporters are spent trying to help those who are not effectively organized to benefit from that help. Because it is the aim of the Government that the country should get value for money, in the shape of increased exports from the use of these services, problems of priority can at times throw up worrying situations as the load on these services increases.

'Exporting is not a haphazard business into which anyone can fall; indeed, some who treat it this way lower the prestige of the great bulk of our exporters by failing to perform efficiently in overseas markets. Before a manufacturer can benefit from Government services he must take stock and prepare himself. There must be the right product, the right attitude to marketing, the right organization and sufficient production capacity, or the ability to create it rapidly, to see the thing through. If a company does not really mean business on these counts it could be working against the general interest by asking our Government services to invest scarce time and resources which it is not equipped to exploit. Because of this the Board of Trade officials and commercial officers overseas have been instructed to use their efforts to the best export advantage and if necessary to seek evidence, before providing assistance, that it will not be wasted. I think, therefore, cases are bound to arise where it will be necessary to indicate to some would-be exporters that it would be better that they delay their attempt until they have prepared themselves better, or to seek the services of export merchants with their experience to carry out exporting on their behalf. This is the policy of increased selectivity in the provision of Government services and I think it is a little new in that respect.'

Speaking of the Export Credits Guarantee Department, he said: 'Frankly, I believe that we have in ECGD the most extensive and efficient department of its kind in the world. It is flexible in its attitude and is continuously planning adaptation of its policies and new types of policies to meet the changing situations of world trade. Recent developments in the granting of lines of credit to overseas countries, in collaboration with the City, will allow our bankers to play an ever greater part in assisting our exporters. I make mention of this subject with caution, for their negotiation and operation involves the attention of highly skilled and experienced officials, of whom we have too few at present, and a cautious rate of development is therefore called for.

'The Government have been criticised for acknowledging too little the great help given to our economy by our bankers, merchant banks, insurance companies, shipping companies, international traders and others who earn so much foreign currency for our invisible account. Such criticism is certainly not justified by our current attitude. We are participating in the work of the Committee which has been set up under the chairmanship of Mr. Cyril Kleinwort to keep a close and continuous watch on the whole field of invisible earnings, and we are continuously mindful of the fact that since the second half of the 19th century we have almost always had a surplus on our invisible account.

'The average monthly exports over April, May and June of 1968 were £488 million as against the average for the whole of 1967 of £419 million. This represents an increase in value this year of 16½ per cent. British industry and commerce is, I think, to be congratulated on this increase, but it is clear that this is a good start to an effort which must go much further. I have now little doubt that this effort will succeed.'

Lord Brown also spoke about the ways in which the Government is promoting import saving.

ECGD guarantee for power station for Spain

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on July 15, covering the financing of power station equipment for Spain.

The contract, worth approximately £2.5 million, is between AEI Turbine-Generators Ltd. and Fuerzas Electricas del Noroeste SA of Spain.

The loan is being made available by Glyn Mills & Co., acting on behalf of Barclays Bank Ltd., Midland Bank Ltd., Westminster Bank Ltd. and themselves.

Change to the metric system in the United Kingdom

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, announced on July 18 that the report of the Standing Joint Committee on Metrication on the change to the Metric System in the United Kingdom would be published before the end of July. Speaking at a British Standards Institution press conference on the publication of the Metrication Programme and Guide for the Engineering Industry, the Minister added that there would be a statement, before the Parliamentary Recess, of the Government's views on some of its recommendations.

In the course of his speech the Minister said: 'In offering its support for industry's plans to adopt metric units the Government has been much influenced by the needs of our export trade, and by the accelerated advance of the metric system throughout the world. . . . Three-quarters of the world's trade is already conducted in metric units; this percentage will grow year by year and now seems likely to approach 100 per cent by the end of the 1970s.

'The unique opportunity must not be lost of deriving every advantage for our trade from this change.'

Note:

The Standing Joint Committee on Metrication was set up in 1966 with the following terms of reference:

'To encourage, assist and review the progressive adoption within British industry of the metric system of weights and measures.'

The Committee's Report 'Change to the Metric System in the United Kingdom,' will outline a programme and a target date for the transition, and will suggest a machinery for implementing the change.

The BSI metrication programme's timetable consists of a six-year transitional period – 1970 to 1975 – within which trade associations and firms in the engineering industry can achieve the switch-over to the metric system. The plan (*The adoption of the metric system in engineering: basic programme and guide*, 15*s*.) is published by the BSI, which expects at least 75 per cent of the change to be completed by 1975.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Maximum 18-month decimal changeover

AN ESTIMATE that the United Kingdom's changeover period to decimal currency will not exceed 18 months was announced by the Decimal Currency Board in a statement issued on July 18. The Board, who say it is in the interests of all that the changeover period should be kept as short as possible, explain that the statement has been made to end uncertainty and to dispel finally any impression that the period might extend for two or more years.

A Board spokesman emphasized: 'People should plan for D Day, February 15, 1971 – not August 1972.'

The Board say the position will be kept under periodic review with the manufacturers and users of machines affected by decimalization and 'it may well be possible' to announce a shorter changeover period. But it will not be lengthened.

The statement also announces that there will be no scheme of converting machines by geographical zones or any general scheme of determining priorities for machine conversion among organizations.

At the end of the changeover period, during which decimal and £sd coins will circulate together, the statement says that pennies, threepenny pieces and sixpences will cease to be legal tender. But the Board warn that although both currencies will be legal tender throughout the changeover and shopkeepers will be able to get £sd coins from the banks for change-giving if they want them, it would be wrong to assume that the old coins in practice will be freely available throughout the changeover. Fairly quickly there will be a greater chance of the public having decimal bronze coins in their pockets and purses than £sd pennies, threepenny bits and sixpences.

A changeover period is necessary, the Board explain, because it will be impossible to convert or replace quickly all the five million machines such as cash registers, accounting machines and coin-operated machines which will be affected. The estimate of an 18-month period has therefore been dictated by machine considerations and the Board say that before making it they consulted many machine companies. The Board also point out that the machine industry has taken and is taking advantage of the preparatory period before D Day and technical developments are continually being evolved which will help speed the changeover.

Machine companies are warned in the statement that it would be wrong to plan on the assumption that they will have 18 months to complete their machine changeover programme. This is because experience in countries which have decimalized recently shows that there is a strong public desire for the end of dual currency conditions which means that business organizations and shopkeepers demand decimal machines to avoid being at a trading disadvantage and machine companies will be under considerable pressure to meet this demand.

The statement has been sent to trade associations and other organizations representing the manufacturers and users of machines affected by decimalization.

Survey of pay and status of export executives

'THE MAN WHO stands in the front line in Britain's battle for exports is dissatisfied with his pay and "perks", considers his efforts frustrated and his work misunderstood by his company, tends to feel socially inferior to his colleagues in home sales and fears he may get left behind in the race for promotion.'

This is stated in the summary of a pilot survey of the pay and status of export executives commissioned by the Export Register, an independent organization set up earlier this year with the support of the British National Export Council and the Institute of Marketing.

The information collected is based on a random sample of one per cent of known export executives working in the United Kingdom or representing British companies overseas. It covers salaries and fringe benefits; overseas travel involved; working conditions abroad; executives' general attitude to exporting and their views on their companies' contribution to exports and on Government services for exporters.

Single copies of the survey, free in Britain, can be obtained from Nora Wiles Associates Ltd., 8 Salisbury Court, London, E.C.4; requests from overseas – price 2s. 6d. to defray cost of postage.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 9.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	DL-malic acid . .	As in previous column .	December 31, 1968	8193
29.23	3,9,-Di-(3-aminopropyl)-2, 4, 8, 10-tetraoxaspiro [5, 5] undecane	3.9 Bis (3 amino propyl) 2 4 8 10-tetroxaspiro 5.5 undecane	December 31, 1968	13188
70.20	Glass fibres, loose, unfelted, having a diameter not greater than 5 microns	Micro glass fibres . .	December 31, 1968	10056

NOTE: *Withdrawal of application*

Interested parties will wish to know that the application for *NN*-Diethyldiphenylurea (29.25) published on July 5 (page 14) in the *Board of Trade Journal* has been withdrawn.

Application for increase in import duty on certain glass fibre yarns

THE BOARD OF TRADE give notice that they are considering an application for increased import duty on:

> 'Continuous filament glass fibre yarns of a count not exceeding 2,000 Tex'

which are classified to Tariff sub-heading 70.20 and dutiable at 10 per cent.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than August 9, 1968.

New guide to British Patent literature

'SEARCHING British Patent Literature' is the title of a booklet, just published by the Patent Office, intended for those who may have to search through United Kingdom Patent Specifications or their abridgements. It explains the intricacies of the Office's classification and indexing system as simply as the nature of the subject matter allows, and describes how a search using the abridgement volumes, subject-matter file lists and other aids obtainable from the Patent Office should be conducted. Illustrative examples of indexing and searching are included.

'Searching British Patent Literature' is obtainable free of charge by post from the Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent BR5 3RD, or by personal application at the Patent Office Sales Counter, 25 Southampton Buildings, London, W.C.2.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act; Unilever Ltd. and Reichhold Chemicals Ltd.

Monopolies Commission report on Thorn Electrical and Radio Rentals

THE MONOPOLIES COMMISSION Report on the proposed merger of Thorn Electrical Industries Ltd. and Radio Rentals Ltd. was published on July 24.

Copies are available, price 7s. 0d. from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1, price 7s. 8d.

Mr. Anthony Crosland, President of the Board of Trade, said in answer to a Parliamentary Question on June 21 that he had accepted the conclusion of the Monopolies Commission that the merger does not operate and may not be expected to operate against the public interest.

The Board of Trade announced on February 19, 1968 that they had referred the proposed merger to the Monopolies Commission for investigation and report under the Monopolies and Mergers Act, 1965. The Commission was required to report within four months; they did so on June 14.

A group of eight members of the Commission investigated this merger; there was one dissentient to the majority view.

Monopolies Commission report on banks' mergers

AS BRIEFLY REPORTED in the *Board of Trade Journal* of July 19 (page 157) a report of the Monopolies Commission on the proposed mergers between Barclays, Lloyds and Martins Banks, or between Barclays and Lloyds together, was published on July 17 following a reference made to the Commission on February 12, 1968.

The Monopolies Commission were asked by the Board of Trade to investigate and report on the proposed mergers and to say whether they might be expected to operate against the public interest. If they so found, they were required to consider whether any action could be taken to remedy or prevent any resulting mischiefs.

A group of ten members of the Monopolies Commission under the chairmanship of Sir Ashton Roskill, QC, (the Commission's Chairman) was appointed to carry out the investigation and to report within six months (before August 12) to the Board of Trade. They reported on July 8. During the hearing the Commission took evidence from the three banks concerned, the Bank of England, four other banks, HM Treasury, other organizations representing financial interests and representatives of companies which make extensive use of banking services.

By a majority of six to four, the Commission concluded that the mergers could be expected to operate against the public interest and that there were no safeguards which could be recommended as practicable and worthwhile. The majority accordingly recommended that the merger should not be allowed. The Commission accepted that there was a strong case for Martins Bank Ltd. joining with another bank.

As Mr. Anthony Crosland, President of the Board of Trade, announced on July 9 the majority conclusion does not constitute the two-thirds majority which is required under the Monopolies and Mergers Act to enable the Board of Trade to exercise their statutory powers to prevent a merger. Account will now be taken of comment on the report and of any further representations made. The decision of the Government on the issue will be announced as soon as possible.

Summary of the conclusion of the report

Paragraphs 7-18 summarize the views of the majority of the Commission. The minority agreed with the points summarized in paragraphs 7, 8, 9, 10, 11, 13, 15, 16 and 18. The remaining paragraphs of the summary indicate the points on which the minority dissented.

Points from the report

The Commission emphasised the vital importance to the economy of an efficient banking system. They expressed the view that competition, as a spur to efficiency in banking, was hampered by cartel-type agreements and credit controls to an extent that would not be offset by any change in the structure of the system.

The banks had claimed that two main kinds of advantage would spring from the mergers: (a) direct benefits, to customers from improved service and the country from the combined bank's increased ability to compete internationally, and (b) savings in running and capital costs which would strengthen the bank and indirectly benefit the public.

The direct benefits to customers were, first, better geographical coverage; on this the Commission found that there would be a gain to customers from a merger of either Barclays or Lloyds with Martins but much less from a merger of Barclays with Lloyds. Secondly, better service to large companies; the Commission sought evidence from such companies and found little demand for a bigger bank to meet their borrowing needs but a strong body of opinion that competition among clearing banks was desirable.

In the international context, the banks had argued the need for greater size (itself important in attracting business) and for increased overseas coverage to provide a better service and to attract custom in competition with foreign banks, especially the American banks. The Commission concluded that, considering Barclays' and Lloyds' existing size, greater size was of far less importance than efficiency and cost. They obtained information from the American banks in London about their sterling business with United Kingdom residents (this is analyzed in Appendix 9 of the report) and found that the American banks were in direct competition with the clearing banks for the business of British customers only to a limited extent. The Commission also thought that the overseas interests which it was proposed to bring together in one group were not such as would make the merged bank appreciably more competitive with the American banks abroad; such a merger could increase the merged bank's profits but it would not bring a worthwhile increase in the country's invisible earnings.

On the savings which the merger might make possible, mainly on the use of computers and by eliminating over-lapping branches, the Commission considered that the banks' estimates, although over-optimistic in some categories and difficult to assess in others, were, at nearly £10 million a year, of about the right order of magnitude in total.

The banks had said that these savings would be important in holding down charges to customers in the future. But the Commission doubted whether the savings would be achieved within the five to ten years forecast or as fully as the banks hoped; they considered that the savings would accrue too slowly to be of significance by comparison with other changes in costs and income, that there was no evidence that bank charges would necessarily rise without the mergers, and that in the absence of competitive pressures the probability was that the merged bank would be slow to achieve economies and that the mergers might give rise to some inefficiency. (see note of dissent).

As regards the effect on consumer choice the Commission found that neither private individuals nor large companies would in general be seriously prejudiced by the reduction in the number of large banks to three.

They concluded, however, that it was in the interests of medium-sized and small businesses that there should be more, rather than fewer, competing independent suppliers of finance. These businesses, included small, fast-growing enterprises of great importance to the future efficiency and growth of the economy, are especially dependent on the clearing banks for short term finance, and other sources are generally not effective substitutes. (see note of dissent).

The Commission heard evidence that the mergers would create no difficulties for the authorities in the control of the banking system and they concluded that provided the Treasury and Bank of England were prepared to adapt their methods of control there was no reason why the public interest should suffer. On the related question of the consequences for the discount market, the Commission concluded that it might contract but would not be put out of business, and that this would be a technical adjustment in a market mechanism rather than a disadvantge to the public interest.

The Commission considered the possibility of the proposed three-bank system leading in time to a two-bank system, an eventuality which many witnesses, including the Treasury, had regarded as being objectionable. The Commission had no hesitation in saying that a two-bank system would be against the public interest, but they had found no evidence that the mergers would create pressures on the two remaining large clearing banks so great that they would not be able to survive as separate entities.

The combined bank would not act more competitively than did its constituent banks at present because its management would be preoccupied with the vast task of organizing the new bank; it would have no fear of being overtaken by the other banks, and would fear instead the consequences of increasing its share of the market. But if the mergers were not allowed the Commission believed that all four major banks would have an incentive to vie with each other, at any rate in the introduction of new services for customers. (see note of dissent).

The Commission examined two suggested safeguards of the public interest as a possible condition of the mergers being allowed: the withdrawal of the combined bank from the agreements of the Committee of London Clearing Bankers on interest rates, and the publication of full accounts, but they concluded that neither would be sufficient safeguards, even if the authorities were prepared to see them implemented.

The note of dissent

In a note of dissent from the recommendation not to allow the mergers, four of the members of the Commission expressed the view that fears for the supply of short term credit for small and medium-sized businesses had been exaggerated and that there were signs that competition from other lenders in this area had begun to increase. They emphasised that especially in view of the coming into operation of the National Giro, there would be no reduction in the payments facilities available to individuals and business firms.

On the savings arising from the mergers, they took the view that the savings achievable would be of greater significance, and hence a more important factor in favour of the mergers, than the majority considered them.

They dissented from the recommendation of the majority because they believed that if the mergers were not allowed the clearing banks would settle down in relatively non-competitive relationships, whereas a three-bank system would be one in which all three banks would have an incentive to compete. They considered that the full benefit of the merger could not be secured, however, without a modification of the Treasury's policy of favouring the CLCB agreements on rates, and they agreed with the majority group that publication of full accounts would provide additional pressure towards greater competition.

Note:

The report has been laid before Parliament as a House of Commons Paper (HC 319). Copies are now available from HMSO Bookshops in London and will be available from Government Bookshops in the provinces and through normal trade channels (price 7s. 6d.). Copies by post from HMSO PO Box 569, London, S.E.1. Price 8s. 2d.

Purchase tax — exemption of certain projectors

HM CUSTOMS AND EXCISE announce that at the Report Stage of the Finance Bill an amendment was approved to exempt, as from July 1, 1968, the following classes of projectors, in addition to those already exempted under Group 24(1) and 24(2) of the Purchase Tax Schedule.

The additional exemptions are for:

Group 24(5) (i) Cinematograph projectors suitable only for film of 16mm width;
(ii) Projectors suitable only for film-strip;
(iii) Cassette loaded loop projectors.
} and parts and accessories suitable only for use with projectors of any of these descriptions

The exemption under (i) does not extend to any dual gauge projectors, i.e. those capable of taking 16 or 8mm film.

The exemption under (ii) does not extend to slide projectors which can be adapted to take filmstrip by the fitting of a filmstrip carrier in place of the slide carrier.

The exemption under (iii) covers only 8mm cinematograph loop projectors for use with a distinctive type of cassette which enables a short run of film to be shown over and over again in a continuous loop.

Note:

The projectors now exempted are those used mainly for educational purposes.

Purchase tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 3) Direction 1968 which temporarily exempts further essential drugs and medicines from tax. The effect of this Direction, which is operative from July 18, 1968, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order, 1967,

To Head II of the Schedule
Bromhexine hydrochloride;
Fluphenazine decanoate;
Trimethoprim mixed with sulphamethoxazole.

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Bank of England's annual report

THE BANK of England annual report for the year ended February 29, 1968 was published on July 16, in two main parts. The first part surveys the main monetary developments up to the end of March 1968. Most of these have already been described in greater detail in the Bank's Quarterly Bulletins; the Report, however, provides a narrative for the complete year, in greater perspective.

The second part deals with some particular aspects of the Bank's work in the year ended February 20, 1968.

Consumer Council's annual report

THE CONSUMER COUNCIL's annual report for 1967/68 was published by HMSO on July 17, price 3s. In the year under review the Council has looked into a range of subjects and products that touch somewhere on the everyday life of consumers everywhere. Subjects covered include: permitted artificial sweeteners; food additives; pubs and beer; wine; detergents; consumer protection legislation; advice for consumers; shopping hours; electricity charges; vehicle noise; recommended prices; retail prices; car repairs under warranty; footwear; housebuilding standards; buying and selling houses; central heating; consumer contracts for house repairs; code of conduct for doorstep salesmen; bank mergers; television rentals; decimalization; metrication; consumer representation in the nationalized industries; medicines; toys; fire extinguishers; shoes; bust developers; safety at sea; caravans; hearing aids and hearing aid batteries; Teltags, and information and education.

BMEF annual report announces new organization for mechanical engineering

A NEW central trade organization for the Mechanical Engineering Industry will replace the British Mechanical Engineering Federation. This is the most important announcement in the 56th and last BMEF annual report. The new body will be called the British Mechanical Engineering Confederation (BRIMEC).

The essential difference between the BMEF and BRIMEC will be that the latter will have a membership of associations only, instead of the present mixed membership of companies and associations in BMEF. This should provide the industry with a more logical and effective trade association structure, capable of dealing with modern requirements in both national and international fields.

Custodian of Enemy Property for England, Scotland and N. Ireland

THE BOARD OF TRADE have appointed Mr. Alexander Paton Peebles, Finance Division, Enemy Property Branch, Gavrelle House, Bunhill Row, London, E.C.1 to be Custodian of Enemy Property for England, for Scotland and for Northern Ireland as from July 9, 1968 in the place of Mr. W. A. Atkins who is retiring from the public service.

Restrictive Trade Practices Act—Removal of nine agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under section 12 of the Restrictive Trade Practices Act, 1956, authorising him to remove from the Register the following nine agreements subsisting between:

(i) Eimco (Great Britain) Ltd. and Public Works Services (Ireland) Ltd.;
(ii) the members of the Electrical Wholesalers' Federation;
(iii) the members of the Clothing Manufacturers' Association of Great Britain;
(iv) the members of the Tie Manufacturers' Association;
(v) the members of the Bristol Acetylene Association;
(vi) the members of the International Ropeway Association;
(vii) the members of the Apparel and Fashion Industry's Association;
(viii) Mac Symon's Stores Ltd. and Maritime Industrial Services Ltd.;
(ix) the members of the Hawick Knitwear Manufacturers' Association.

Section 12 of the Restrictive Trade Practices Act provides that the Board of Trade may, upon representation from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board of Trade to be of no substantial economic significance.

Section 12 (3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreement to which the directions relate and this was done on July 23.

Notes:

1. The agreements to be removed from the Register relate respectively to the following:

(i) A sole agency arrangement between Eimco and Public Works Services in return for which Public Works Services have undertaken not to manufacture aerobic digester units or sell similar sewage equipment manufactured by other firms.
(ii) The Electrical Wholesalers' Federation whose members' subscription rates are calculated proportionate to their annual turnover.
(iii) The clothing manufacturers whose Federation recommend the settlement discount terms they should offer, there should be no forward dating of invoices, that there should be a minimum distribution charge on orders under £10 in value and the minimum width of cloth members should purchase.
(iv) The tie manufacturers whose association also recommends settlement discount terms and that carriage should be charged on orders under £10. Members pay subscriptions on a sliding scale related to their annual turnover.
(v) The Bristol Acetylene Association recommends certain rules in relation to safety in the production and supply of various acetylene equipment and also conditions for the sale and purchase of calcium carbide.
(vi) The members of the International Ropeway Association have a system of reporting inquiries and orders (over £15,000) to each other.
(vii) The Apparel and Fashion Industry's Association recommends the settlement discount terms of its members, and also that a charge should be made for package and carriage on orders under £10. Members pay annual subscriptions on a sliding scale related to annual turnover; and
(viii) Mac Symon's Stores and Maritime Industrial Services have come to an agreement about the fulfilment of orders by means of reciprocal purchasing agreements.
(ix) The Hawick Knitwear Manufacturers' Association makes recommendations to its members relating to settlement discount, non forward dating of invoices, charging of interest on overdue accounts and charging for carriage on all orders under £10. The recommendation is in respect of home and export trade.

2. The Board of Trade have previously issued 99 directions; the most recent of these appeared in the *Board of Trade Journal* on January 26, 1968 (page 234).

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St. Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

Films as export aids

DOULTON'S FINE CHINA Ltd., who export 70 per cent of their products, showed their film 'Focus on Fine China' at the recent British Fortnight in London, Ontario. As a result, one store doubled its orders and then asked for $2,000-worth of additional stock.

This was one of the examples of how film is being used to boost export sales given at an 'Export by Film' presentation in London, sponsored by the British National Export Council and the *Financial Times* with the British Industrial and Scientific Film Association and the Central Office of Information. Other industries represented included sports goods, citrus fruits and industrial design.

A Central Office of Information spokesman said the COI were distributing 150 films made by British industry each year to 170 United Kingdom information posts overseas.

Trade missions to Australia and Lebanon

INDEPENDENT Trade Missions Ltd., as a sequel to its successful conference, 'Australia Now,' is organizing a joint United Kingdom-European trade and investment mission under the sponsorship of the Australia and New Zealand Bank Ltd. to visit Australia in October 1968.

This initiative has been welcomed by both the Australian Federal Department of Trade and Industry and by the State Governments concerned. Very extensive – and exceptional – facilities are being provided for the party both to see the enormous industrial developments of recent years and what is projected for the future.

At the conclusion of the Australian visit the party will return via South Africa where a two-day stop will be made in Johannesburg for briefings on the economic climate in the Republic.

Independent Trade Missions is also organizing, under the joint sponsorship of the Beirut Chamber of Commerce and Middle East Airlines, a European Trade Conference in Beirut, Lebanon, between November 3-10.

Delegates are being invited from Continental Europe and from this country, and the British delegation will be led by Sir Edwin Chapman-Andrews, lately British Ambassador to the Lebanon and currently director of Massey-Ferguson (Export) Ltd.

Details of the itinerary and cost of both these missions may be had from Independent Trade Missions Limited, 25 Queen Anne's Gate, London, S.W.1.

'Opportunities for British industry in Turkey'

— BNEC report

'DURING THE past five years the Turks have given proof that they are capable of sustaining their momentum of economic development and we as a mission think they have got a very good chance of maintaining this momentum during the period of the next Five-year Plan,' said Sir Edwin Chapman-Andrews, leader of the BNEC Mission in Turkey from May 19-28. Sir Edwin was introducing the publication of the mission's report 'Some opportunities for British industry in Turkey' at a meeting in London on July 18. He pointed out that the first Turkish Five-year Development Plan (1963-67) achieved only fractionally less than its target of a 7 per cent annual GNP growth. The second Plan (1968-72) expects to maintain this growth rate.

This mission aimed to study how Britain's trading partnership with Turkey could be developed, with particular reference to 'know-how' and equipment agreements. The report states that economic measures are aimed at encouraging local industries, first for import substitution, ultimately for export, and a stipulated percentage of local content must be achieved each year in each category of manufacture. Foreign 'know-how' and licensed processes are therefore of critical importance to Turkey.

The report states that the rigid economic planning of foreign investment and import quotas make it important that any manufacturer should consult the Board of Trade Export Services Branch as to how valuable his product is likely to be considered to the country's economy. He should decide on his own best plan and prepare the ground before a prolonged visit to the country. Manufacturers new to the Turkish market might well consider some form of co-operation with a British company already established there. The British Chamber of Commerce of Turkey with its liaison office in London has a wealth of information and experience.

British industry, concludes the report, should look now at the possibilities of obtaining a share of this expanding market, and those who were deterred in the days of Turkey's economic difficulties would be well advised to look again.

Government contracts: profit rate agreement

HM TREASURY announce that the Government has now reached agreement with industry on the profit rates to be applied to non-competitive Government contracts.

In a written answer in Parliament on July 17, Mr. John Diamond, Chief Secretary to the Treasury, said:

> 'The Government has now reached agreement with industry on the profit rates to be applied to non-competitive contracts let on or after February 26, 1968 and priced under the new Standard Conditions. For risk work these rates will be 11 per cent on capital employed plus 3 per cent on cost. The rates for non-risk work placed from the same date will be 8 per cent on capital employed plus up to 3 per cent on cost for efficiency. This new profit formula is expressed in the terms of the Government's accounting conventions.
>
> 'The Government is now discussing with industry the establishment of the Government Contracts Review Board. In addition to reviewing the profits earned on individual risk contracts priced under the formula the Board will consider periodically the profit formula and average earnings on non-competitive contracts and compare them with the overall average earnings of British manufacturing industry. In the negotiations which have now been concluded the Government and industry have sought to achieve a formula yielding over the next three years an average return in industry's terms of 14 per cent on capital. The Review Board will be asked to make an interim report within 12 months on some of the complex accounting issues which have a bearing on this agreed target. Meanwhile the Government's present accounting conventions will continue to apply, subject to any agreement which may be reached with industry on any particular point.'

Note:

In a Statement in the House of Commons on February 26, last (*Hansard*, Col. 497), the Chief Secretary announced that the Government had reached agreement with industry on new contractual conditions, including the right to equality of information and post costing, for placing and pricing non-competitive contracts. He also said that there would be discussions with industry to work out a profit formula which would give contractors a fair return on capital employed while ensuring that outstanding efficiency should be rewarded. The above announcement is the outcome of these discussions.

BoT approves two new industries for Douglas

TWO NEW INDUSTRIAL projects approved by the Board of Trade will together bring about 70 new jobs to the Lanarkshire mining town of Douglas. The Board's 12,850 sq. ft. advance factory has been allocated to the Gray Tool Company of Houston, Texas, and a new factory of about 4,000 sq. ft. is to be built for the Board by Scottish Industrial Estates Corporation to house a completely new company, Incamet Ltd. Gray Tool Company anticipate a gradual build up of employment to 36 (33 of the new jobs will be for men) and Incamet expect their labour requirements to rise to 29 men and four women.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Visits by British Overseas Commercial Representatives during the period to October 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

AUSTRALIA (Sydney)	W. N. R. MAXWELL, OBE Counsellor (Commercial)	*October	In present post since 1966
AUSTRIA (Vienna)	R. E. GAMBLE First Secretary (Commercial)	September/October	In present post since 1964
BARBADOS (Bridgetown)	A. E. FARRELL Second Secretary (Commercial)	September/October	In present post since 1966
BULGARIA (Sofiia)	W. F. B. PRICE First Secretary (Commercial)	*October	In present post since 1967
CANADA Atlantic Provinces (Halifax)	C. COX, OBE Trade Commissioner and Head of Post	October	In present post since 1966
KUWAIT	B. L. STRACHAN First Secretary (Commercial)	*October	In present post since 1966
NEW ZEALAND (Christchurch)	J. R. BOLTON First Secretary (Commercial)	September/October	In present post since 1966

*Two weeks only available

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland, were listed at page x of the *Board of Trade Journal* of July 19, 1968, see also page 243 of this week's issue). Those firms and organizations other than in the Eastern Region and the London and South-eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

BOOSEY & HAWKES LIMITED

Music Publishers and Musical Instrument Manufacturers

Extracts from Accounts to 31st December, 1967:

	1967	1966
GROUP NET PROFIT	**£553,749**	£435,512
TAXATION	**£213,448**	£165,147
DIVIDENDS	**£156,412**	£153,481
RETAINED (including minority interests)	**£183,889**	£116,884

The Group Accounts for 1967 not only continue the trend of record profits but disclose a substantial increase in the trading profit over the figure for the previous year. A Final Dividend of 13 per cent is recommended (last year 12½ per per cent) making the total dividend for the year 20½ per cent as against 20 per cent in the previous year.

Progress continues to be reflected in increased activities in all sections of the music division, including subsidiary companies overseas. Results for the early months of 1968 indicate that this progress is continuing.

In so far as musical instrument manufacture is concerned, concentration on overseas markets continued and, in spite of greater activity therein by other manufacturers throughout the world, the 1966 performance was improved upon. The 1968 home market sales to date are in excess of those for the same period last year.

The anticipated sales expansion during 1967 of both Hammond Organ (U.K.) Ltd. and Hammond Organ S.A. (Pty.) Ltd. fully materialised and it is hoped that this expansion, which has been maintained during the first months of 1968, will continue for the rest of the year.

Appreciation is expressed to the employees at home and overseas.

Discussion with the members of the Waterloo Lutheran University Study Tour. At the top table and behind, left to right, are: Mr. M. A. Adesiyan, Nigeria High Commission; Miss M. L. Villamin, Philippine Embassy; Mr. Wilcock, Board of Trade; Dr. B. Bonner, of the University; Mr. L. K. Mwangagahunga, Uganda High Commission; Mr. D. Cole, Sierra Leone High Commission; Mr. R. Prentice, Commonwealth Development Corporation; and Mr. Ausman, Commercial Officer, Canadian High Commission.

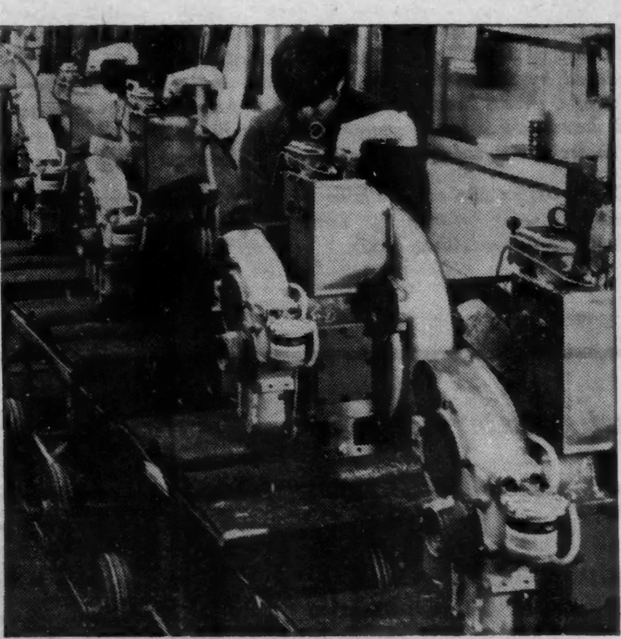
Trade Commissioners in a training role

MR. L. H. AUSMAN, the Canadian Minister (Commercial), and Mr. H. C. Holden, the New Zealand Counsellor (Commercial), both stationed in London, recently came to the Board of Trade to give their ideas on the role and work of a Trade Commissioner to a number of officials and businessmen from developing countries. Mr. Ausman addressed a group of Fellows who had just completed an international business programmes course under the Canadian Aid programme at the Waterloo Lutheran University, Ontario. Mr. Holden spoke to a number of Fellows from the International Labour Office Training Centre, Turin, where they were studying export promotion/export management for developing countries under the combined supervision of the International Trade Centre, UNCTAD/GATT, and the ILO. These talks by Mr. Ausman and Mr. Holden were followed by a general discussion in which some of the commercial diplomatic representatives of the developing countries from which the Fellows originated played a prominent part.

In each case the afternoon's discussion formed a part of a study tour organized by the United Kingdom Liaison Officer to the International Trade Centre (Mr. G. Wilcock, Board of Trade) on the Centre's behalf. For the study tours as a whole the helpfulness and co-operation of the London Chamber of Commerce is gratefully acknowledged together with that of the following firms and organizations:

> Barclays Export Finance Co. Ltd., British National Export Council, City of London Guild Hall, Commonwealth Development Corporation, Crown Agents, Design Centre, Independent Trade Missions Limited, Intermediate Technology Development Group Ltd., Massey-Ferguson (Exports) Limited, PIRA (Leatherhead), Port of London Authority, Stock Exchange, The Standard Bank Ltd., Tate & Lyle Refineries Limited, and Tropical Products Institute.

Thanks are also due to the High Commissions or Embassies of the following countries: Canada, India, Korea, New Zealand, Nigeria, Philippines, Sierra Leone, Sudan, Turkey and Uganda.



Diesel engines undergoing final adjustment on one of the assembly lines at English Electric Diesels Limited's Lincoln works prior to despatch on July 15 as part of the first consignment of 1,000 power units destined for Pakistan. They are the first delivery of a 5,000 engine, £1.3 million contract placed with the company's Dorman Engine Division by the East Pakistan Agricultural Development Corporation and will drive irrigation pumps in Pakistan as part of the country's massive 'Grow More Food' project.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Aviation and Shipping

Telex at Glasgow Marine Survey Office

THE BOARD OF TRADE Marine Survey Office at 15 Muirhouse Street, Glasgow, has now installed a Telex machine.

The Telex number is 778410 and the Answer Back call Botsur Glasgow.

New address for Mercantile Marine office in South Shields

THE BOARD OF TRADE'S Mercantile Marine Office at South Shields, will move from Mill Dam, to 25/26 Market Place, South Shields, on July 27 (Tel. 0894 3 63937).

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Export goods valued at more than £100,000 and ranging from bags of cement to a consignment of nearly 60,000 long-playing records were shipped to Australia on July 19. The shipment, a trial one, involving the use of twelve 20ft. long containers, was made by Associated Container Transportation Ltd., the £25 million consortium which next February will be starting a regular weekly United Kingdom/Australia service, using specially-built container ships, each of which will carry up to 1,200 containers in a single voyage. The picture shows the scene at London Docks where one of the containers is going aboard the 'Adelaide Star'.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to aviation and shipping industries. Other Parliamentary Answers are given on page 225

TUESDAY, JULY 16

Private pilot and helicopter licences

In answer to a question on the number of private aircraft and helicopter licence holders currently valid; and the corresponding numbers for 1950, 1960 and 1963, Mr. William Rodgers, Minister of State, Board of Trade, said the number of persons holding current private pilot licences at June 30, 1968, for aeroplanes was 11,381 and for helicopters was 152. In the earlier years there were no separate helicopter pilot licences; the numbers of private pilot licences were 4,376, 6,602 and 7,815 respectively at the end of these calendar years.

WEDNESDAY, JULY 17

Boeing 747s for BOAC

A Member who inquired what other possible sources of supply were explored before deciding to approve British Overseas Airways Corporation's request to order seven Jumbo jet aeroplanes at a cost of £42 million, was answered by Mr. Rodgers who said this presumably referred to the order for a further five Boeing 747s, the approval for which the President announced on November 16 last. 'No other aircraft is available from any source with the capacity and range of the B747,' said Mr. Rodgers.

FRIDAY, JULY 19

Air Transport Licensing Board

A request was made for the number of applications for inclusive tour licences which have been referred back by the Air Transport Licensing Board during the past 12 months on the grounds that the proposed charge was too low. Mr. Rodgers said that of a total of 831 charter inclusive tour licences granted by the Air Transport Licensing Board in the last 12 months, 29 prescribed a tariff higher than that for which application had been made. Mr. Rodgers went on: 'The hon. Member will recall that the minimum control prices for inclusive tours designed to safeguard the wider public interest have been very substantially reduced next winter as a result of the new approved tariff which my rt. hon. Friend announced on April 4, 1968.'

Effects of aircraft noise

Questions were asked on studies into the economic effects and the effects upon people's work of aircraft noise; and what estimates had been made. Mr. Rodgers said there had been a number of studies on the effect of noise in general upon people's work, but none specifically related to aircraft noise. As yet no estimates had been made of the total costs to the economy.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

TUESDAY, JULY 16

Export of arms

Replying to a request for an estimate of the total value of the export of arms from this country in 1965, 1966 and 1967, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said, 'It is estimated that exports of defence equipment were £120 million in 1965, £152 million in 1966 and £164 million in 1967.'

Wholesale prices of pharmaceutical preparations

Mr. Edmund Dell, Minister of State, Board of Trade, was asked to state the Board of Trade's wholesale price index figure for pharmaceutical preparations for the year 1967, as compared with the price index figure for all manufactured products for the same year. He answered 103.1 as compared with 134.9 (for home market sales, taking 1954 as 100).'

Industrial development in Wales

A Member made an inquiry on the current level of Government spending to encourage industry to move to Wales; and the annual level from 1960 to 1964. Mrs. Dunwoody referred, for expenditure by the Board of Trade to a reply she gave on July 10 (*Hansard*, cols. 77-8). Expenditure on the Selective Employment Tax additional sum and on the Regional Employment Premium on Wales was currently running at about £15 million a year. The annual level of expenditure under the Local Employment Acts on assistance to the former development districts in Wales between 1960 and 1964 was about £3 million.

Information was also given on the number of industrial projects approved for Caerphilly since 1964 (43 development certificates for a total area of 1,238,000 sq. ft.) and the square footage of idc approvals for Wales from 1961-1967 (*Hansard*, cols. 207-208).

WEDNESDAY, JULY 17

Re-organization of the nuclear industry

Mr. Anthony Wedgwood Benn, Minister of Technology, made a statement about the reorganization of the nuclear industry. Reminding the House that he had summarized the Government's objectives in seeking a reorganization of the industry following the report of the Select Committee on Science and Technology on this subject, the minister said he had written to the Industrial Reorganization Corporation to invite their help and was circulating the text of his letter in the official report. The IRC would, of course, be free to recommend to the Government such other measures as it considered advisable to reinforce the new structure. Until the new structure of the industry was fully operative, the Atomic Energy Authority would continue to meet all the obligations it had undertaken or offered to undertake. Arrangements would be made to ensure that thereafter commitments previously entered into would be fulfilled.

The Minister continued: 'I am asking the IRC to assist in the creation of two design and construction organizations to be established in place of the three commercial firms and the design teams working within the Atomic Energy Authority. We have in mind a close integration between those two organizations and the manufacturers of the main constituent elements of nuclear "islands." The proposed two new companies would need to work in close conjunction with the highly successful fuel organization set up by the AEA which is already operating on a commercial basis.'

The Government had decided that to make this co-operation more effective in the exploitation of reactor systems, it would be advisable to establish the authority's fuel business as a publicly owned company under the Companies Acts with the initial share capital wholly subscribed by the Government. In order to emphasise the interdependence of fuel and reactor design and supply the Government intend that the fuel company should take up and hold a minority shareholding in each of the two design and construction organizations. Since the establishment of the fuel company will require legislation, he was proposing that initially the Government shareholding should be taken by the AEA.

Crowther Committee on consumer credit

Mr. Anthony Crosland, President of the Board of Trade, was asked if he would ensure that the Crowther Committee on consumer credit invite evidence or suggestions from the general public; and to which address such evidence should be sent. 'I have no doubt that the Committee will wish to receive evidence and suggestions from all sources including the general public,' the President replied. 'In due course the Committee may invite evidence or suggestions from particular interests, or on particular matters, but if any person wishes to put any matter to the Committee he should write to the secretary, Mr. N. H. Nail, Economic (General) Division 2, Board of Trade, 1 Victoria Street, London, S.W.1.

British holidaymakers

Answering a request for an estimate of the weekly expenditure of British holidaymakers abroad and at home, respectively, Mr. Rodgers said the expenditure of United Kingdom residents on holidays abroad in 1967 was estimated to have been about £19 per person per week; this figure did not include international fare payments, estimates of which

(Continued on next page)

Mr. William Rodgers (centre), Minister of State, Board of Trade, presented Fire Brigade Long Service and Good Conduct Medals to 10 members of the Board of Trade Aerodrome Fire Service and to two members of the British Airports Authority Fire Service at a ceremony on July 16, at the Board of Trade in London. The recipients of the award were: Mr. Antony S. Andrews, Divisional Fire Service Officer, Board of Trade; Mr. James Brown, Section Leader, Edinburgh (Turnhouse) Airport; Mr. Vincent C. Donohoe, Aerodrome Fire Officer, Board of Trade; Mr. Harry A. Duncan, Aerodrome Fire Officer, Edinburgh (Turnhouse) Airport; Mr. Peter G. Friend, Aerodrome Fire Officer, Board of Trade; Mr. Robert A. Hayward, Divisional Fire Service Officer, Civil Aviation Office for Scotland; Mr. Bernard D. Jack, Aerodrome Fire Officer, Belfast (Aldergrove) Airport; Mr. John W. MacDonald, Deputy Chief Fire Service Officer, Board of Trade; Mr. Dennis C. Rhodes, Section Leader, Bournemouth (Hurn) Airport; Mr. John Ryan, Aerodrome Fire Officer, Board of Trade; Mr. Robert J. Ferguson, Fire Officer i/c London Airports; and Mr. Arthur S. Hancock, Aerodrome Fire Officer, Gatwick Airport, London.

PARLIAMENTARY ANSWERS, *continued*

are not yet available. For holidays at home the British Travel Association estimated that the average expenditure on main holidays of four days or more was about £12-£15 per person per week, including fares.

Foreign visitors to Britain

About 17 days in 1967 was the average length of stay of visitors to this country, said Mr. Rodgers, in answer to a question.

Asked further how many foreign visitors had come to Great Britain so far this year; and how this compared with the figures for similar periods in each of the last five years, Mr. Rodgers gave the following information. The figures, which are available only for the United Kingdom as a whole, are for the five months January to May: –

1968	865,312
1967	758,497
1966	672,095
1965	600,211
1964	540,860
1963	453,127

Assistance to service industries

A Member requested an estimate of the direct and indirect savings in expenditure which would result from the President's decision to restrict the assistance for which service industries would be eligible under the Local Employment Acts. Mrs. Dunwoody said it was not possible to estimate these precisely. Offers of assistance to service industries under the Local Employment Acts in the year to March 31, 1968, totalled £5.6 million. It was estimated that the bulk of this related to projects which would not in future qualify for assistance under these Acts. Future expenditure would depend on the size and nature of eligible projects coming forward.

THURSDAY, JULY 18

Southern Rhodesia sanctions

The Southern Rhodesia (United Nations Sanctions) (No. 2) Order 1968 was debated in the House of Lords and the motion agreed to.

Nuneaton and Bedworth

Mr. Dell replied to inquiries on industrial development in Nuneaton and Bedworth.

FRIDAY, JULY 19

Consultancy grants for small firms

Mr. Dell, in answer to a question on Government aid to the schemes in Glasgow and Bristol, respectively, to assist small businesses to employ consultants, said funds had not been allocated to Glasgow and Bristol separately. Applications were considered on a first come first served basis, and firms in both Glasgow and Bristol were showing considerable interest. The scheme was being administered from the Board of Trade's offices in Glasgow and Bristol where in each case one official was employed full time with clerical help. A small part of the time of three officials in London was devoted to matters concerning the administration of the scheme.

Trade with Kuwait and Bahrain

Mr. Dell was asked to list the trade figures over the last five years between the United Kingdom and Kuwait and Bahrain, respectively, as well as the main commodities in both exports and imports which go to make up this trade. The information is published in *Hansard* (Cols. 289-290).

Yugoslavian raspberry pulp

A Member asked what progress had been made with the investigation of the case for applying anti-dumping measures against imports of raspberry pulp from Yugoslavia. Mr. Dell answered: 'I have received a report from HM Embassy in Belgrade on their inquiries of the Yugoslav authorities about export and domestic prices. These indicate that dumping is not taking place. However, I have asked the embassy to seek further clarification on some points and expect their reply shortly.'

Investment grants

The President was asked when he was first approached by Intertel (VTR Services) Limited concerning their application for an investment grant, and on how many subsequent occasions; what were the dates, together with the dates of his replies; and how many phone calls were made regarding this question. The President answered that the firm first inquired about investment grants in January 1967. They submitted formal claims in July 1967 and May 1968, and wrote letters in August and November, 1967, and on three dates in June 1968. Apart from acknowledgements, letters had been written to the company in May and September 1967, and May and June 1968. Visits were paid to the company's premises in April and July, 1968. 'It is not our practice to keep a record of all telephone calls,' said the President.

Replying to a subsequent question on how many occasions he had received representations from the honourable Member for West Ham, North with regard to matters connected with Intertel (VTR Services) Limited, concerning their investment grants; on how many occasions his department undertook to telephone the honourable Member; and on how many occasions telephone calls were made in fulfilment of these undertakings, the President said: 'I have received two letters from the hon. Member and he has made a number of telephone calls. It is not our practice to keep a record of all telephone calls but during the last three months the hon. Member has received five letters on this subject and had three telephone conversations with senior officials. I can trace no occasion when any undertaktaking to telephone the hon. Member was not fulfilled, though there may have been occasions when it proved impossible to get in touch with him on a particular day.'

MONDAY, JULY 22

Company directors' salaries

Asked what was the total number of salaries of directors of public companies disclosed as a result of the Companies Act 1967; how many cases there were of salaries exceeding £30,000 per annum, and how many cases of salaries ranging between £20,000 and £30,000 per annum; and in how many cases had such salaries been the subject of an increase during the current financial year. Mr. Dell replied: 'An analysis by the Board of Trade of the accounts for years ending on or after January 27, of 155 large companies shows that, of their 1,075 directors, one had emoluments exceeding £30,000 and 15 were in the range £20,000 to £30,000. The last part of the question cannot be answered from the information now published under the Act.'

Investment grants

The President in reply to a question on whether he intended to continue the higher rates of investment grant after the end of 1968, said: 'No. As my predecessor made clear when announcing the temporary increase, the rates will revert to 40 per cent/ 20 per cent on January 1, 1969.'

TUESDAY, JULY 23

Assistance for export councils

In reply to a Member who asked what steps were being taken to provide financial assistance for export councils, the President said: 'In view of the special circumstances I propose to make annual but tapering grants over three years to the Clothing Export Council; the British Agricultural Export Council and the Book Development Council. The grants will be for approved export promotion activities and for each council the grant will be up to a maximum of £20,000 in 1968-69, £15,000 in 1969-70, and £10,000 in 1970-71. I shall be presenting a Supplementary Estimate in due course, but in the meantime any necessary advances will be made from the Civil Contingencies Fund.'

Grants for marketing research

Asked what steps he was taking to assist potential exporters to benefit from professional marketing research, the President said he was proposing to introduce a scheme under which the Board of Trade would in a limited number of selected cases supplement the market information obtained for potential exporters by the existing government services by contributing one half of the cost of professional marketing research. It was expected that expenditure on this scheme for 1968-69 would be a maximum of £75,000. He said that a Supplementary Estimate would be presented in due course, but in the meantime any necessary advances would be made from the Civil Contingencies Fund.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports which are available for distribution in the United Kingdom only are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2. (Hol 3422).

Trends in Solid Liquid Waste Disposal in the Mining and Metallurgical Industries, by M. D. Ashton. 5 pages. *UKSM Report No.* 68/26. Two sessions on solid and liquid waste disposal formed part of the 1968 Annual Meeting of the American Institute of Mining and Metallurgical Engineers. Although no new ideas were put forward, the sessions were useful in orientating the mining and metallurgical industries towards current waste disposal practices.

The Mining of Minerals on the Ocean Floor, by M. D. Ashton. 4 pages. *UKSM Report No.* 68/27. This paper summarizes certain aspects of ocean floor engineering which were presented at the two sessions of the 1968 Annual Meeting of the American Institute of Mining and Metallurgical Engineers.

Some Recent Advances in Radio Wave Propagation, by H. K. Bourne. 6 pages. *UKSM Report No.* 68/31. Special types of radio propagation, such as that through earth current waveguides and the ionosphere 'whispering Gallery guide mode' are described. Characteristics of radio propagation waves through forest and jungles, and VHF-UHF propagation over iregular terrain are also discussed.

Computers in Servicing, by H. K. Bourne. 6 pages. *UKSM Report No.* 68/34. Surveyors are now taking advantage of computers and automatic drafting machines. This report describes the ICES Project and gives results of a survey on the use of computers in private surveying firms.

New Books

Major Thermoplastics United Kingdom. (Plastics Data Services 33-39 Bowling Green Lane, London EC1. Each report costs £5.) Statistical and market information on plastics is always in demand, and the market surveys noted here, all by H. Verity Smith present some data on specific thermoplastics. The four reports recently issued in this series are **H. D. Polyethylene and Polypropylene** (22 pages); **L. D. Polyethylene** (17 pages); **Polystyrene** (15 pages); and **Polyvinylchloride** (20 pages). Each study opens with a map showing the location of plants and is followed by details of producers and their capacities. Statistics are included on production, imports, exports, consumption and capacity 1962-1967, with forecasts of consumption up to 1972. Data is also given on end use patterns of consumption for 1967 with forecasts to 1972. Finally Export Agents in Europe and Import Agents in the United Kingdom are listed together with the major processors of the plastics surveyed.

Studies in Trade Liberalization: Problems and Prospects for the Industrial Countries, by Bela Balassa and Associates. (346 pages. Published by Johns Hopkins Press. Distributed by Oxford University Press. £5 9s. 6d.) This volume contains studies on the problems and prospects of trade liberalization among industrial countries which were carried out in the framework of the Atlantic Trade Project sponsored by the Council on Foreign Relations and financed by the Ford Foundation. In this analysis of the major industrial countries, specialists consider the implications of possible alternative approaches to trade liberalisation, including an Atlantic Free Trade Area, periodic tariff reductions under the most-favoured nation clause, European integration and a trade agreement among the industrial nations outside the Common Market. Political as well as economic objectives and potential effects of each of these alternatives for trade liberalization are discussed from the point of view of each country or group of countries. Seperate studies are devoted to the United States of America, Canada, the European Common Market, the United Kingdom, the Scandinavian countries and Japan. In addition the volume also includes two special studies. The first examines the implications of intercountry differences in fiscal and security systems for trade and foreign investment, and the second deals with the trade-restraining effects of non tariff barriers.

International Trade and Central Planning: An Analysis of Economic Interactions, edited by Alan A. Brown and Egon Neuberger. (455 pages. Published by University of California Press. Distributed by Cambridge University Press. £6 8s. 6d.) The 12 essays in this publication are based on papers and formal discussions which were originally presented at the Conference on International Trade and Central Planning held at the University of Southern California between December 30, 1966, and January 1, 1967. These essays can be divided into four sections which deal with the theoretical background to the problem of international trade and central planning, the foreign trade of Eastern Europe, the foreign trade of China, the foreign trade of the USSR, and finally future prospects for international trade and central planning. The section on the foreign trade of Eastern Europe contains essays on the following subjects: the theory of centrally planned foreign trade, East-West trade and the paradoxes of the strategic embargo, socialist industrialization and trade in machinery products, and a summary of the foreign trade of Eastern Europe. The essays in the section on China deal with the international impact on Chinese Central planning, prices, the exchange rate, economic efficiency in the foreign trade of Communist China, and a summary of the foreign trade of China. The section on the foreign trade of the USSR covers the effects of foreign trade on Soviet planning practices, Soviet central planning and its impact on foreign trade, behaviour and adjustment mechanisms, recent structural changes and balance-of-payments adjustments in Soviet foreign trade, and a summary of the foreign trade of the USSR. A number of tables are included in the body of the text; there is an appendix containing brief explanations of terms and concepts found in centrally planned economies. A select bibliography is also included.

The World After Keynes: An Examination of the Economic Order, by Eric Roll.* (193 pages. Pall Mall Press. £1 10s.) Keynes's supreme achievement, the author maintains, was in demonstrating that standards which apply to the conduct of an individual differ from those that apply to the aggregate actions of a large number of individuals, such as the state. This premise – which has become a tenet in modern economic thought– enlarged our understanding of the world economic process. According to the author, the relative ease with which the world moved from a war to a peace economy after World War II – compared to the post World War I experience – testifies to the success of Keynes and the 'new economies' in the field of policy. Other examples are the attitudes underlying the Marshall Plan and the present policies towards less developed countries, as well as the high level of monetary co-operation achieved in recent years. Part One of this book discusses problems and institutions of the economic order. Part Two describes planning and the instruments of modern economic policy. Part Three examines international economics. The author concludes by saying that the creation of a one-world economy is essential for the achievement of all worthwhile aims of economic endeavours.

* The author, Sir Eric Roll, was formerly Permanent Under-Secretary of State in the Department of Economic Affairs and Executive Director for the United Kingdom International Monetary Fund.

World Politics and Free Trade: Britain, U.S.A. and the West, by Lionel Gelber. (88 pages. Atlantic Trade Study, Moor House, London Wall, London EC2. 7s.) This small work deals with the case for a loose, wide-ranging free trade agreement from the standpoint of politics and world order. Much is being done on both sides of the Atlantic to examine the economic feasibility of such a venture. But it is one that could involve great political issues as well as Britain's role, the conditions of American primacy, and the unity of the West.

One of the urgent problems of developing countries is that of creating markets for the growing volume of goods produced as a result of rising productivity: expanded markets means increased sales and hence increased opportunities for employment. **Creating a Market.** (179 pages. International Labour Office, Sackville House, 40 Piccadilly, London W1. 13s. 6d.) is based on the conviction that markets can be developed by the use of modern management methods, and that these methods are as applicable in developing countries as they are in industrial countries. Produced in the first instance for use in the I.L.O's course for middle management in industrializing countries, *Creating a Market* provides a concise introduction to the planning and commercial aspects of marketing, mainly in the consumer goods industries. Using the technique of programmed learning, this publication allows the reader to study alone and at his own speed.

Rilievi Statistici Sul Mercato Italiano. (29 pages. Available free from Ogilvy and Mather, Brettenham House, Lancaster Place, London WC2.) This short guide to the Italian market, gives statistical information on population, income, consumer goods, supermarkets and retail outlets.

Palmer's Company Law, edited by Clive M. Schmitthoff and James H. Thompson. 21st. ed. (1556 pages. Stevens and Sons. £9 17s. 6d.) In this edition new chapters have been added on the Protection of Depositors Act 1963, director's reports, and the inspection of companies' books and papers. Discussions of the rule in Turquand's Case, debentures, take-over bids, and winding up have been substantially revised. Treatment of tax law has been considerably expanded in recognition of the overriding importance of taxation on company operations. Special treatment has been given to the Prevention of Fraud (Investments) Act 1958, the Protection of Depositors Act 1963 and the Control of Borrowing and Exchange Control Regulations. Secretarial practice notes are added wherever necessary. The requirements of the Stock Exchange for admission of securities to quotation are also included.

Other Publications

Distribution Computer Conference: A Report of the Conference Organized by the Distributive Trades EDC and held at the Royal Lancaster Hotel on March 19, 1968. 44 pages. Available free from the Secretary, Economic Development Council for the Distributive Trades, Economic Development Office, Millbank Tower, 21-41 Millbank, London SW1.

India and Pakistan Wool & Hosiery Fabrics. 1968. 236 pages. Published by Commerce (1935) Ltd., Brady House, 12-14 Veer Nariman Road, Bombay 1, India. Available from B & S Export Advertising Services Ltd., Central Works, Marlborough Street, Oldham, Lancs.

An Introduction to Economics for East Africa, by J. Livingstone, and H. W. Ord. 459 pages. Heinemann Educational Books Ltd., £3 3s.

Managerial Budgeting for Profit Improvement, by Walter R. Bunge. 225 pages. Available from McGraw Hill Publishing Co. Ltd., £4 13s.

Netherlands: OECD Economic Surveys. 48 pages. Available from HMSO and ther Government bookshops 5s. 6d., by post 6s.

Payne's Carriage of Goods by Sea, by E. R. Hardy Ivamy. 8th ed. 241 pages. Available from Butterworths, £2 2s. flexi-cover, £2 15s. hard-cover.

Poland: A Survey for Businessmen. 49 pages. Available from the Publications Department, London Chamber of Commerce, 69 Cannon Street, London EC4. 12s. 6d.

Port Dues Charges and Accommodation: The Shipowners Agents and Chartered Guide to Ports and Terminals 1968-69, edited by Captain F. S. Campbell. 28th ed. 766 pages. Available from George Phillip and Son, 12-14 Long Acre, London WC2. £2 15s. (includes a *Stop Press Supplement*. 28 pages.)

The Speech Writing Guide: Professional Techniques for Regular and Occasional Speakers, by James J. Welsh. 128 pages. Available from John Wiley and Sons, £3.

Starting a Business in Sweden. 17 pages. Available from Svenska Handelsbanken, Trade Promotion Department (Box 16 341, 103 26) Stockholm 16.

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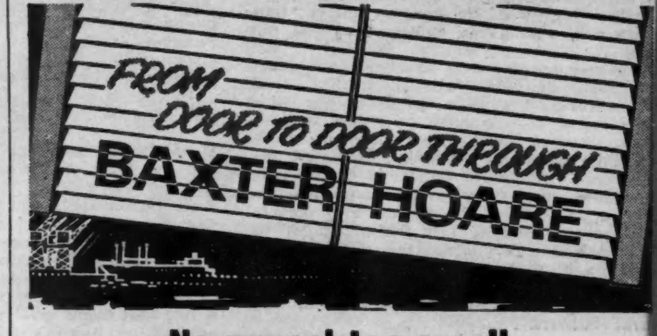

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
July 30-31	**Miscellaneous General Stores . . .**	**Central Ordnance Depot, Bicester, Oxon .**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).**

Machine tools including, lathes; milling and drilling machines; hacksaws; hand tools; electrical, engineering, wireless, generator and vehicles spares; concrete mixers; diesel engines; compressors; generating sets; rope and pulley blocks; furnaces; presses; cross cut saws; large quantities of tentage and camping equipment; sea kit bags and haversacks; heavy duty gloves; leather gauntlets; leather ankle boots; women's leather shoes, skirts and stockings; jerkins; khaki shirts; dressing gowns; greatcoats; jackets; trousers and other clothing; cloth etc; large quantities of tyres; oil cans; wickless stoves; paint; furniture including, tables; cabinets; lockers; dressing chests; kitchen utensils etc. and a large quantity of miscellaneous equipment.

August 7	**Vehicles and Miscellaneous Stores . .**	**Sale at Auctioneers Premises . . .**	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).**

Fordson and Fordson Thames 3-ton trucks; Bedford 3-ton cargo trucks; Morris 1-ton welding truck; 20-ton wheeled tractors, with winch; Dyson 40-ton tank transporter trailer; David Brown tractors; Graisley battery operated platform trucks; Ford, Standard, Austin and Morris 1000 saloons; BSA 500cc motor cycles; machine tools; motor vehicle spares; various tyres and inner tubes; roller and ball bearings; electrical and electronic spares including electronic valves; tents; blankets; greatcoats; raincoats; BD trousers and blouses; carpets; curtains; web packs, slings, supporting straps and braces; ankle boots; furniture including, wardrobes; bedside tables; easy chairs; settees etc; wooden boxes, various sizes and other miscellaneous stores and equipment.

August 20	**Miscellaneous Stores . . . . .**	**Youth Club Building (adjacent to indoor bowling green), Riverside, Chatham, Kent.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101).**

Machine tools including, Kearns boring machine; Churchill crankshaft and other grinders; capstan and other lathes; milling, drilling, slotting and shaping machines; Sunstrand Rigidmils; plate joggling machine; straightening and hand presses etc; diesel fork lift trucks; diesel and petrol engines; generating sets; compressors; Winget 10 HTH concrete mixer; tool kits and hand tools; MT spares; telegraph, radio and electrical accessories; electronic valves; prismatic binoculars; watches and clocks; photographic equipment; tentage; tent poles; respirator haversacks; large quantity ankle boots; white and coloured blankets; greatcoats; shirts; trousers; blouses; vests; men's drawers; rags; groundsheets; carpets; rubber outer covers; cutlery; stainless steel clasp knives; large quantity furniture and numerous other items of general stores.

Catalogues of the above sales obtainable from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sale to be held at BICESTER on July 30-31, 1968. They will be sold by sizes, most lots not exceeding 200 pairs. Catalogues price 1s. 0d. (postal order only) available from the auctioneers; Midland Marts Ltd, Market Square, Bicester, Oxon.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
August 6 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications *(with drawings),* Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	128	168	200	185	+101(1)	— 48	—33	+10
1966															
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	125	166	204	189	— 32	— 18	—16	—20
4th quarter	133 (1)	136	172	168	134	104	173	125	164	207	194	+ 50(1)	— 33	+ 5	+ 2
1968															
1st quarter	136 (1)	137			139	106	176	118	185			—126(1)	—128	+ 1	+46
1967															
December		138				105									
1968															
January		136				104									
February		137				105									
March		138				107									
April		138*				102									
May		138*				100									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.			—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	120	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—514
1966													
4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—370
1968													
1st quarter	142	117*	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—134
2nd quarter			125·0	+4·5	123·0*	141·2*	185·7	550	180		201*	180*	
1967													
December	143	114	121·2	+2·5	121·9	136·5	180·3	538	188		190	164	
1968													
January	143	115*	121·6	+2·6	123·3	137·9	184·2	520	183		194	185	
February	143	116*	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142	117*	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142*	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	141*	123*	124·9	+4·6	122·2*	141·2*	185·8	545	181		207	178	
June			125·4	+4·6	123·2*	141·3*	185·9	569	178		193*	182*	
July								581*	180*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Index of industrial production for May

THE PROVISIONAL INDEX of production for May 1968, prepared by the Central Statistical Office was 138 (seasonally adjusted). For manufacturing industry alone the figure was 139.

For the three months March to May 1968 it is provisionally estimated that production as a whole was 0.8 per cent higher than in the preceding three months, December 1967 to February 1968; for manufacturing industries alone there was an increase of 1.0 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total industries	Mining quarrying	Total facturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Ship building and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·3	124	118	136	171	146	175	134	153	74	121	110
Unadjusted:														
1966 4th quarter	136	90	136	126	120	138	167	153	169	138	162	76	122	106
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	136	90	138	127	118	142	175	149	179	138	156	74	133	110
3rd quarter	124	75	125	124	116	136	163	131	167	121	142	73	102	101
4th quarter	139	91	139	128	123	137	174	149	178	140	161	73	124	119
1968 1st quarter	141	84	142	121	118	127	181	143	186	141	159	72	131	125
1968 March	146	91	149	126	119	139	187	149	193	151	170	72	144	129
April (prov.)	136	83	138	122	117	132	182	156	186	133	145	72	129	121
May (prov.)	143	92	145	129	124	137	182		186	143	161	72	134	127
Seasonally adjusted:														
1966 4th quarter	132	85	133	123	116	135	168	152	170	134	154	75	122	104
1967 1st quarter	132	86	134	124	116	138	170	154	173	134	153	75	123	108
2nd quarter	133	86	134	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	136	84	136	125	119	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	138	125	120	135	175	144	180	136	154	72	126	119
1967 December	138	85	139	127	120	139	179	148	184	138	156	71	128	124
1968 January	136	84	137	125	121	134	175	143	179	134	154	71	119	117
February	137	84	138	126	121	136	174	141	179	136	154	72	125	117
March	138	85	140	125	119	136	177	147	182	139	154	72	134	123
April (prov.)	138	83	140	124	120	131	182	149	187	136	155	72	123	121
May (prov.)	138	84	139	122	119	128	177		181	138	157	72	126	119
Dec.-Feb. (av.)	137	84	138	126	121	136	176	147*	181	136	155	71	124	119
Mar.-May (av.) (prov.)	138	84	140	124	119	132	179	146*	183	138	155	72	128	121

(*Continued on next page*)

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for May, 1968 prepared by the Ministry of Commerce is 140 (1963=100). This is three points higher than for April 1968 and 13 points higher than for May 1967.

The index numbers for the main industrial groups with the increase on May 1967 shown in brackets are textiles 156 (+21 points); clothing 112 (+16); engineering and metals 120 (+2); food, drink and tobacco 114 (+6); timber and furniture 122 (+9); mineral products 146 (+23); other manufacturing industries 193 (+34); gas, electricity and water 134 (+7).

Index of retail prices for June

THE DEPARTMENT of Employment and Productivity announce that at June 18, 1968 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 125.4 compared with 124.9 at May 21. The principal changes affecting the index during the month were rises in the average levels of prices of fresh fruit, the reintroduction of National Health Service prescription charges and a fall in the average level of prices of potatoes.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 17 – Starch and miscellaneous foods (price 3s. 6d. or including postage 3s. 11d.)

Part 68 – Tools and implements (price 4s. or including postage 4s. 5d.)

Part 69 – Cutlery (price 3s. 6d. or including postage 3s. 11d.)

Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1 and branches, or by post from HMSO, PO Box 569, London, S.E.1.

DEA 'Progress Report' for July

THE JULY issue of DEA *Progress Report* was published on July 18. The articles in the current issue are as follows: Economic section: The Civil Service; Industrial output. Industrial and Regional section: The steel industry; Notes from the regions.

INDEX OF INDUSTRIAL PRODUCTION, *continued*

	Manufacturing industries (continued)													Con-struction	Gas, elec-tricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furni-ture, etc.	Paper, printing and pub-lishing	Other manu-facturing indus-tries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights . . .	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
Unadjusted:															
1966 4th quarter . .	121	120	125	118	117	96	123	151	156	143	123	140	153	142	171
1967 1st quarter . .	122	122	122	116	113	92	128	150	156	139	112	145	150	138	182
2nd quarter . .	123	123	124	114	115	93	117	161	171	145	126	149	157	145	145
3rd quarter . .	106	105	111	109	104	81	121	152	165	133	126	134	144	148	121
4th quarter . .	120	119	126	122	124	91	123	158	168	143	133	152	168	148	177
1968 1st quarter . .	124	123	131	127	128	94	131	163	173	149	131	157	168	144	199
1968 March . . .	128	127	135	136	134	97	146	170	182	151	135	153	171		186
April (prov.) .	126	126	125	121	125	87	118	163	172	149	125	158			161
May (prov.) .	130	130	131	125	131	92	117	172	182	157	147	165			153
Seasonally adjusted:															
1966 4th quarter . .	119	119	123	114	112	93	123	150	157	138	118	137	149	141	154
1967 1st quarter . .	119	119	119	115	113	90	124	152	160	138	121	143	152	142	154
2nd quarter . .	118	118	119	114	112	90	119	156	164	143	122	142	151	144	158
3rd quarter . .	115	114	121	115	112	89	123	157	168	140	125	146	152	147	153
4th quarter . .	118	117	124	119	118	89	123	157	169	138	128	148	163	148	160
1968 1st quarter . .	120	120	125	123	125	89	126	163	174	147	139	151	166	146	168
1967 December . .	120	118	128	122	122	90	127	157	170	137	134	152	165		161
1968 Jan. . . .	119	118	125	120	121	90	123	158	167	144	140	151	165		164
Feb. . . .	120	120	123	122	125	88	123	165	175	150	139	153	164		172
Mar. . . .	122	121	127	128	128	90	132	167	181	146	138	150	168		168
April (prov.) .	123	123	124	124	130	92	117	164	174	147	134	157			156
May (prov.) .	123	123	126	123	126	88	121	163	171	150	142	154			169
Dec.-Feb. (av.) . .	120	119	125	121	123	89	124	160	171	144	138	152			166
Mar.-May (av.) (prov.) .	123	122	126	125	128	90	123	165	175	148	138	154	.	.	164

*Latest available 3 months (February-April) and previous 3 months (November-January).

New quarterly statistical inquiry for the printing and publishing industries

THE BOARD OF TRADE are about to introduce a new quarterly statistical inquiry into the turnover of the printing and publishing industries.

A substantial contribution to national production is made by printers and publishers whose annual sales are estimated to approach £1,000 million. At the present time, however, there is very little up-to-date, comprehensive data about their output and the purpose of the new inquiry is to fill this gap. Considerable interest has been expressed by the industries in the availability of regular and comprehensive statistics and the inquiry is being started following full and detailed consultation with the trade associations concerned and with the Economic Development Committee for the industries to ensure that the figures sought are in a form which will meet both the industries' and official requirements.

Detailed information will be sought from nearly 3,500 of the larger firms in the industries about a wide range of activities including, for example, the printing and publishing of books, newspapers and periodicals and work done by specialist typesetters, blockmakers and bookbinders, etc. Firms involved will receive at the end of this month details of the inquiry which will begin with output in the final quarter of 1968.

In view of the interest that has been shown already by the industries the Board look forward to receiving a wide measure of support and co-operation from contributors. In order to obtain maximum benefit from the inquiry, however, it is necessary that the statistics should be both complete and available promptly. The rendering of returns will therefore be made compulsory under the Statistics of Trade Act, 1947.

The printing and publishing inquiry will be one of a comprehensive series of quarterly inquiries into the output of all manufacturing industries which are being developed in consultation with the industries concerned over the next three to four years as part of an improved service for all users of statistics both in government and industry.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:
Gramophone records for April 1968
Pottery for May 1968
**Trailers for March* 1968

Quarterly at 7s. 6d. a year, post free:
Warp Knitted Fabric for January-March 1968
Electric Light Fittings for January-March 1968
Hosiery for January-March 1968

Civil Aviation series:

Monthly at £1 a year, post free:
Airlines for April 1968

Quarterly at £2 10s. a year, post free:
Airlines for January-March 1968

Industrial building in the second quarter of 1968

THE AREA of industrial building approved in Great Britain increased further in the second quarter, to 27.1 million square feet. This compares with 24.6 million square feet in the first quarter and the low figure of 18.3 million square feet in the fourth quarter last year. The quarterly average for last year as a whole was 21.8 million square feet. The rate so far this year shows an increase of 19 per cent.

The proportion of the total approved in the Development Areas in the first half of this year, at about one third, was the same as the average over last year. Only about one quarter of the population lives in these areas.

Industrial building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the second quarter of 1968 together with comparative figures for other periods are as follows:

(Million square feet)

	Northern (2)	Yorkshire and Humberside	East Midland	East Anglia	South East	South Western (2)	Wales (2)	West Midland	North Western (2)	Scotland (2)	Great Britain	Development Areas		Remainder of Great Britain
											Total	Million square feet	% of GB	Million square feet
1961	6·5	4·2	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9	56·5	15·0	..	41·5
1962	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7	37·3	9·1	..	28·2
1963	4·2	3·7	2·5	1·5	9·4	2·4	1·6	3·5	5·3	5·0	39·1	12·2	..	26·9
1964	8·2	6·0	3·7	2·5	11·9	4·4	3·2	5·0	8·2	5·9	59·0	20·2	..	38·7
1965	6·2	6·2	3·4	1·9	11·3	3·1	4·5	5·0	9·2	11·0	61·9	24·6	..	37·3
1966	8·2 (8·2)	7·4 (6·7)	4·9 (4·4)	4·1 (3·8)	13·3 (10·8)	4·1 (3·5)	9·3 (9·3)	6·4 (5·8)	10·2 (8·7)	8·2 (8·2)	76·0 (69·4)	29·1 (28·6)	..	46·9 (40·9)
1967	7·5 (7·5)	8·7 (4·5)	6·4 (3·8)	3·6 (2·2)	20·6 (11·0)	6·3 (3·4)	5·7 (5·7)	7·1 (4·1)	11·3 (7·6)	10·2 (10·2)	87·2 (59·9)	28·9 (26·6)	33	58·4 (33·4)
1966 1st quarter	1·7	1·7	1·3	1·7	2·6	1·0	1·1	1·9	3·0	1·7	17·7	6·1	..	11·6
2nd quarter	1·9	1·3	1·2	0·8	2·6	0·8	2·8	1·5	2·2	1·9	16·9	7·5	..	9·5
3rd quarter (3)	3·2 (3·2)	2·1 (2·0)	1·2 (1·1)	0·7 (0·6)	3·2 (2·8)	1·3 (1·3)	3·9 (3·9)	1·4 (1·2)	2·1 (1·6)	2·6 (2·6)	21·7 (20·3)	10·0 (9·9)	..	11·7 (10·4)
4th quarter (3)	1·4 (1·4)	2·4 (1·6)	1·2 (0·9)	1·0 (0·7)	4·9 (2·8)	0·9 (0·5)	1·4 (1·4)	1·7 (1·3)	2·8 (1·9)	2·0 (2·0)	19·7 (14·5)	5·5 (5·1)	28	14·2 (9·4)
1967 1st quarter (3)	2·6 (2·6)	3·4 (1·7)	1·7 (1·0)	0·8 (0·5)	5·4 (2·9)	1·9 (0·9)	1·6 (1·6)	2·2 (1·3)	3·5 (2·2)	4·1 (4·1)	27·3 (18·6)	9·8 (8·9)	35	17·5 (9·7)
2nd quarter (3)	1·4 (1·4)	2·0 (1·2)	0·9 (0·6)	0·8 (0·4)	5·3 (2·9)	1·7 (0·9)	1·5 (1·5)	1·9 (1·1)	2·9 (2·0)	2·7 (2·7)	21·2 (14·7)	6·9 (6·5)	32	14·3 (8·3)
3rd quarter (3)	0·9 (0·9)	1·8 (1·0)	2·2 (1·4)	0·9 (0·5)	5·6 (3·0)	1·4 (0·9)	1·3 (1·3)	1·7 (1·0)	2·9 (2·3)	1·8 (1·8)	20·5 (14·0)	6·0 (5·5)	29	14·5 (8·5)
4th quarter (3)	2·6 (2·6)	1·5 (0·8)	1·6 (0·9)	1·1 (0·8)	4·3 (2·2)	1·2 (0·7)	1·3 (1·3)	1·3 (0·8)	2·0 (1·1)	1·5 (1·5)	18·3 (12·5)	6·2 (5·7)	34	12·0 (6·8)
1968 1st quarter (3)	2·6 (2·6)	2·0 (1·3)	1·8 (1·1)	1·6 (1·0)	4·1 (2·1)	1·4 (0·8)	1·7 (1·7)	1·8 (1·0)	3·8 (2·6)	3·8 (3·8)	24·6 (18·0)	8·9 (8·4)	36	15·7 (9·6)
2nd quarter (3) (4)	3·4 (3·4)	3·0 (1·9)	1·4 (0·8)	0·9 (0·5)	5·3 (3·1)	1·9 (1·3)	1·3 (1·3)	4·0 (2·0)	3·6 (2·5)	2·4 (2·4)	27·1 (19·2)	8·2 (7·9)	30	18·8 (11·3)

(1) The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated.
(2) These regions take in the places designated as development areas under the Industrial Development Act, 1966; the aggregate figures for the Development Areas are shown separately.
(3) The area of industrial building has, since the introduction of the Industrial Development Act in August 1966, been extended to include all ancillary space for storage, canteens, etc. The figures in brackets are estimates of the area which would have been approved on the old basis. In Scotland, Wales and the Northern Regions the area approved was already for the broader coverage now used in the other regions; because of this lack of comparability the percentage share of Development Areas is not shown prior to the fourth quarter of 1966.
(4) Provisional. Figures for previous periods have been revised as necessary.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, July 19, 1968.

Br/E indicates that the film is a British quota film. Br/NQ indicates that the film is British but does not qualify for the exhibitor's quota.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			British		
Ride of the Valkyrie	Br/E 33309	14	July 17	United Artists Corp. Ltd.	Holly Productions Ltd.
Container Port	Br/E 33312	14	July 19	New Realm Pictures Ltd.	British Railways Board Films Service.
Sunflowers	Br/ NQ33313	5	July 19	British Film Institute	British Film Institute.
You're Human Like the Rest of Them	Br/NQ 33314	18	July 19	" "	" "
Yellow Submarine	Br/E 33315	88	July 19	United Artists Corp. Ltd.	T.V. Cartoons Ltd.
Movietone News 2040	Br/E 33335	8	July 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2040A	Br/E 33336	8	July 19	" "	" "
Pathe News 68-57	Br/E 33387	8	July 19	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-58	Br/E 33388	7	July 19	" "	" "
			Foreign		
Wait Until Dark	F 33308	108	July 17	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
The Biggest Bundle of Them All	F 33310	98	July 19	Metro-Goldwyn-Mayer Pictures Ltd.	Shaftel-Steward Productions Inc.
Where Were You When the Lights Went Out?	F 33311	91	July 19	" "	Metro-Goldwyn-Mayer Inc.

AMENDMENT TO THE REGISTER

The playing time of the film 'Daring Game' (F 33282) registered on June 27, 1968 has been amended to 83 minutes.

CORRECTION TO THE REGISTER

The playing time of the film 'Villa Rides' (F 33293) registered on July 4, 1968 has been corrected to 120 minutes.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Industrial countries' trade and production in the first quarter of 1968

THE VALUE OF exports from industrial countries, which had started to rise again in the fourth quarter of last year after easing back during the preceding six months, increased strongly in the first quarter of 1968. The increase of more than 6 per cent between the fourth quarter of 1967 and the first quarter of this year, after allowing for seasonal factors, is inflated to some extent by the making good of arrears from the United Kingdom dock strikes which occurred in the latter part of last year. The rise of 7 per cent since the third quarter of last year is a roughly valid measure of the underlying rate of increase since the distortion caused by the United Kingdom dock strikes can be set alongside the discontinuity, in values of trade in United States dollars, arising from the devaluation of the pound last November. This very rapid rate of recovery from the low levels of industrial countries' exports reached in the middle months of last year (14 per cent per annum), is unlikely to be maintained, and available information for April/May suggests that the underlying rise in the second quarter, after allowing for distortions to the figures as a result of the strikes in France, may be closer to the long term annual rate of growth of 8 per cent.

The recovery in exports from industrial countries between the middle months of last year and the second quarter of this, is attributable largely to the rise of over 9 per cent in exports to industrial countries. Exports to primary producers showed a somewhat smaller increase, a sharp rebound of 11 per cent in the first quarter of this year outweighing the fall of over 5 per cent in the fourth quarter of last year.

Exports of manufactured goods from the main manufacturing countries showed the same general pattern as total exports from industrial countries. All the industrial countries separately distinguished in Table 3 increased the value of their exports since the third quarter of last year. The smallest increase, in dollar terms, was in United Kingdom total exports, reflecting the devaluation of last November. Exports from the United States which had fallen in the fourth quarter recovered in the first quarter to reach a level 3 per cent higher than in the third quarter of last year. Japan's exports also recovered from the setback in the fourth quarter whilst the EEC countries continued the recovery which began in the fourth quarter. The largest increase over the six month period was in exports from Canada (25 per cent).

Imports into industrial countries increased further, by value, in the first quarter of this year. A rise of 4½ per cent in imports from industrial countries was partly offset by a slight fall in imports from primary producers. Most of the industrial countries shown in Table 4 increased their imports in the first quarter with the exception of Japan, which fell back from the high level reached in the preceding quarter, and of Italy where imports fell for the second consecutive quarter and were at their lowest level since the last quarter of 1966.

Industrial production

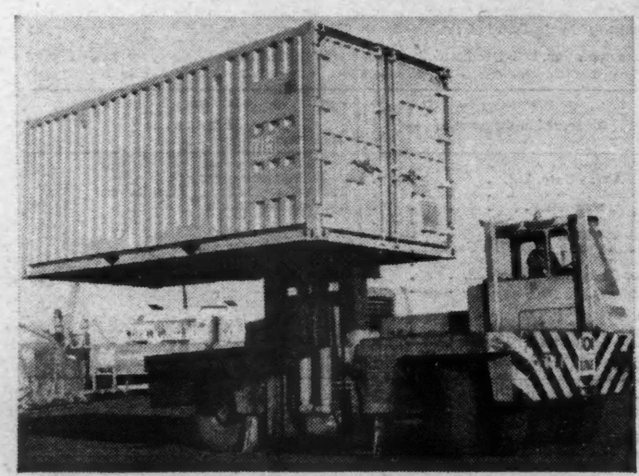
The growth in industrial countries' industrial production, which was resumed in the third quarter of last year, continued into the first quarter of this year when the index reached 130 (1963=100), a rise of 6 points during the nine months' period. Each of the industrial countries shown in Table 6 contributed to this resumed growth in output, although there was a halt in the first quarter in the upward path of the index for the German Federal Republic.

Definitions

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Section 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 5. In 1965 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

Some of the export series in Tables 1 and 5 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.



Tor Line have purchased a further 50 containers conforming to ISO recommendations, to join their fleet of containers and flats which now amount to approximately 400 units. These containers are for use on the Tor Line services between Immingham, Gothenburg and Amsterdam, and can be placed at the disposal of shippers free of charge for a period of six days in England, and six days at the port of destination. After this period of time has elapsed, demurrage charges are raised.

Units of Leylands 'export fleet' seen leaving the works for the docks. The Leyland Beavers are carrying buses in completely knocked down form for Thailand. Increasingly large numbers of vehicles are being exported in completely knocked down form for local assembly overseas. Last year some 5,000 vehicles were shipped in this way – involving over 60,000 tons of freight. Shipping is a major operation at Leyland and the export division is a vital part of the Transport Department – with its own Traffic Shipping Controller.

Table 1. Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted. US $ thousand millions

	Exports (f.o.b.)				Imports (c.i.f.) (c)		
	To industrial countries (a)	To primary producers (a)	To world		From industrial countries	From primary producers	From world
			Total	Manufactures (a) (b)			
1962	14·64	6·96	22·20	14·67	15·35	7·61	22·98
1963	16·16	7·37	24·15	15·91	16·90	8·35	25·26
1964	18·46	8·42	27·47	18·26	19·21	9·22	28·45
1965	20·81	9·17	30·13	20·69	21·34	9·78	31·14
1966	23·19	9·94	33·34	23·15	23·99	10·62	34·63
1967	24·64	10·40	35·17	24·77	25·39	11·02	36·43
1963 1st quarter	14·85*	6·88*	22·37*	14·79*	15·56*	7·79	23·34*
2nd quarter	16·01	7·43	24·09	15·84	16·87	8·22	25·05
3rd quarter	16·59	7·43	24·62	16·32	17·27	8·71	26·01
4th quarter	17·04	7·73	25·34	16·71	17·76	8·69	26·50
1964 1st quarter	17·88	7·94	26·46	17·32	18·69	9·05	27·74
2nd quarter	18·06	8·18	26·83	18·07	19·03	9·22	28·16
3rd quarter	18·32	8·48	27·39	18·39	19·18	9·15	28·35
4th quarter	19·21	8·86	28·68	19·28	19·73	9·35	29·18
1965 1st quarter	19·48*	8·69*	28·31*	19·49*	19·89*	9·26	29·19*
2nd quarter	20·49	9·28	29·97	20·61	21·26	9·71	30·94
3rd quarter	21·10	9·35	30·63	21·03	21·60	9·86	31·49
4th quarter	22·00	9·32	31·47	21·61	22·52	10·32	32·94
1966 1st quarter	22·67	9·42	32·22	22·25	23·41	10·28	33·70
2nd quarter	22·96	9·66	32·98	22·59	23·61	10·57	34·12
3rd quarter	23·28	10·21	33·71	23·52	24·23	10·91	35·23
4th quarter	23·78	10·42	34·35	24·24	24·66	10·84	35·57
1967 1st quarter	24·46	10·72	35·29	24·79	25·08	10·88	35·96
2nd quarter	24·51	10·61	35·29	25·04	25·33	10·74	36·05
3rd quarter	24·37	10·44	35·06	24·63	25·17	11·02	36·23
4th quarter	25·40	9·89	35·45	24·83	26·16	11·56	37·83
1968 1st quarter	26·75	10·98	37·73	26·41	27·38	11·48	38·90

(a) Excluding United States Special Category exports (see Definitions). (b) Exports of manufactures by the main manufacturing countries (see Definitions). (c) Imports into Canada and the United States are valued f.o.b.

p Provisional.

* Significantly affected by a dock strike in the United States.

Sources:
Column 4: Board of Trade.
Other columns: OECD.

Table 2. World trade

Quarters or quarterly averages, seasonally adjusted. US $ thousand million

	Exports (f.o.b.) from			Imports (c.i.f.) (a) into		
	Industrial countries	Primary producers	World	Industrial countries	Primary producers	World
1962	22·20	8·73	30·93	22·98	9·50	32·48
1963	24·15	9·56	33·71	25·26	9·94	35·20
1964	27·47	10·44	37·91	28·45	11·15	39·60
1965	30·13	10·98	41·11	31·14	11·93	43·07
1966	33·34	11·74	45·08	34·63	12·58	47·21
1967	35·17	12·17	47·34	36·43	13·18	49·61
1963 1st quarter	22·37*	9·12	31·49	23·34*	9·56	32·90
2nd quarter	24·09	9·35	33·44	25·05	9·92	34·97
3rd quarter	24·62	9·82	34·44	26·01	9·99	36·00
4th quarter	25·34	9·94	35·28	26·50	10·27	36·77
1964 1st quarter	26·46	10·26	36·72	27·74	10·58	38·32
2nd quarter	26·83	10·40	37·23	28·16	11·05	39·21
3rd quarter	27·39	10·34	37·73	28·35	11·33	39·68
4th quarter	28·68	10·75	39·43	29·18	11·66	40·84
1965 1st quarter	28·31*	10·61	38·92*	29·19*	11·55	40·74*
2nd quarter	29·97	10·98	40·95	30·94	12·09	43·03
3rd quarter	30·63	10·97	41·60	31·49	12·08	43·57
4th quarter	31·47	11·31	42·78	32·94	12·01	44·95
1966 1st quarter	32·22	11·57	43·79	33·70	12·39	46·09
2nd quarter	32·98	11·74	44·72	34·12	12·17	46·29
3rd quarter	33·71	11·86	45·57	35·23	12·74	47·97
4th quarter	34·35	11·79	46·14	35·57	13·02	48·59
1967 1st quarter	35·29	12·05	47·35	35·96	13·42	49·38
2nd quarter	35·29	11·87	47·16	36·05	13·39	49·42
3rd quarter	35·06	12·34	47·38	36·23	12·83	48·07
4th quarter	35·45	12·42p	47·89p	37·83	13·07p	50·92p
1968 1st quarter	37·71			38·90		

(a) Imports into Canada and the United States are valued f.o.b.

p Provisional.

* Significantly affected by a dock strike in the United States.

Sources:
Columns 1 and 4: OECD.
Columns 2 and 5: Data from 'International Financial Statistics' (published by International Monetary Fund), seasonally adjusted by the Board of Trade.
Columns 3 and 6: Obtained by addition.

(Continued on next page)

INDUSTRIAL COUNTRIES TRADE AND PRODUCTION, *continued*

Table 3. Exports from industrial countries

Quarters or quarterly averages seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from									European OECD Intra-trade
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·59
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·68	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1966	7·35	2·39	2·45	21·03	3·67	13·16	5·03	2·73	2·01	13·11
1967	7·74	2·64	2·61	22·13	3·59	14·04	5·43	2·85	2·18	13·71
1963 1st quarter	5·08*	1·55	1·27	14·33	2·94	8·61	3·28	1·87	1·22	8·77
2nd quarter	5·66	1·58	1·31	15·40	3·03	9·45	3·62	2·07	1·28	9·51
3rd quarter	5·72	1·59	1·39	15·81	3·12	9·64	3·75	2·06	1·29	9·86
4th quarter	5·95	1·76	1·46	16·03	3·12	9·77	3·83	2·08	1·31	10·09
1964 1st quarter	6·20	1·82	1·45	16·88	3·16	10·35	4·01	2·24	1·37	10·62
2nd quarter	6·24	1·95	1·60	17·03	3·21	10·41	3·99	2·21	1·45	10·78
3rd quarter	6·45	1·98	1·69	17·20	3·15	10·58	3·99	2·19	1·54	10·77
4th quarter	6·73	1·90	1·87	18·03	3·26	11·08	4·19	2·32	1·55	11·24
1965 1st quarter	5·59*	1·90	2·06	18·56	3·31	11·54	4·40	2·35	1·70	11·66
2nd quarter	6·94	1·97	2·14	18·78	3·35	11·71	4·38	2·48	1·78	11·73
3rd quarter	6·92	2·05	2·18	19·46	3·49	12·08	4·47	2·58	1·80	12·16
4th quarter	7·09	2·15	2·08	20·09	3·56	12·51	4·66	2·64	1·85	12·63
1966 1st quarter	7·22	2·32	2·37	20·30	3·60	12·60	4·79	2·66	1·93	12·84
2nd quarter	7·26	2·33	2·38	20·84	3·47†	13·17	4·94	2·78	2·04	13·08
3rd quarter	7·45	2·42	2·47	21·24	3·72	13·32	5·15	2·76	2·00	13·13
4th quarter	7·49	2·47	2·56	21·65	3·89	13·51	5·27	2·71	2·07	13·31
1967 1st quarter	7·77	2·67	2·57	22·23	3·92	13·91	5·35	2·80	2·20	13·66
2nd quarter	7·78	2·70	2·58	22·20	3·72	13·92	5·40	2·83	2·16	13·66
3rd quarter	7·77	2·48	2·71	21·99	3·66	13·79	5·39	2·83	2·09	13·54
4th quarter	7·69	2·72	2·63	22·28	3·07	14·62	5·64	2·93	2·26	14·07
1968 1st quarter	8·01	3·10	2·91	23·69	3·70	15·31	5·80	3·17	2·40	14·57

(a) Excluding Department of Defence shipments.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 4. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·98	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·05	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·33	2·38	23·58	4·17	13·42	4·51	2·97	2·14
1967	6·68	2·52	2·92	24·32	4·43	13·74	4·34	3·10	2·42
1963 1st quarter	4·04*	1·44	1·49	16·38	3·27	9·28	3·11	1·97	1·66
2nd quarter	4·21	1·48	1·61	17·74	3·42	10·04	3·27	2·17	1·90
3rd quarter	4·40	1·55	1·74	18·31	3·57	10·40	3·30	2·22	2·05
4th quarter	4·37	1·61	1·90	18·61	3·69	10·51	3·20	2·38	1·99
1964 1st quarter	4·41	1·67	1·98	19·68	3·95	11·07	3·39	2·49	2·03
2nd quarter	4·55	1·75	1·97	19·90	3·93	11·11	3·46	2·51	1·88
3rd quarter	4·72	1·74	1·92	19·96	3·95	11·07	3·74	2·51	1·61
4th quarter	4·86	1·76	2·07	20·49	4·08	11·46	3·97	2·52	1·68
1965 1st quarter	4·75*	1·85	1·98	20·61	3·84	11·51	4·13	2·45	1·72
2nd quarter	5·40	1·93	2·09	21·53	4·04	11·97	4·33	2·51	1·76
3rd quarter	5·21	2·02	2·06	22·21	4·11	12·48	4·49	2·63	1·90
4th quarter	5·90	2·17	2·07	22·81	4·12	13·02	4·54	2·76	1·93
1966 1st quarter	5·99	2·21	2·22	23·28	4·27	13·09	4·58	2·82	2·05
2nd quarter	6·24	2·30	2·30	23·28	4·13†	13·23	4·54	2·92	2·06
3rd quarter	6·61	2·33	2·43	23·86	4·31	13·54	4·46	3·06	2·18
4th quarter	6·64	2·48	2·59	23·86	3·95	13·68	4·47	3·13	2·29
1967 1st quarter	6·68	2·46	2·72	24·11	4·42	13·55	4·25	3·17	2·33
2nd quarter	6·55	2·58	2·85	24·07	4·46	13·41	4·24	2·96	2·35
3rd quarter	6·56	2·55	2·96	24·17	4·36	13·58	4·28	3·11	2·45
4th quarter	7·07	2·50	3·17	25·09	4·47	14·51	4·61	3·22	2·59
1968 1st quarter	7·78	2·81	3·09	25·22	4·66	14·49	4·74	3·27	2·22

(a) Canadian and United States imports are valued f.o.b.
*Significantly affected by a dock strike.
†Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 5. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages.

US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·2)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·69 (11·7)
1966	2·98 (6·9)	4·50 (13·2)	1·40 (7·7)	1·99 (8·7)	1·60 (14·3)	1·00 (9·5)	0·76 (11·4)	0·75 (10·6)	4·69 (11·3)	1·20 (26·5)	2·26 (16·3)	23·15 (11·9)
1967	2·95 (–1·0)	4·87 (8·2)	1·44p(2·9)	2·11 (6·0)	1·75 (8·9)	1·06p(6·0)	0·83 (9·2)	0·80p(6·7)	5·07 (8·3)	1·44p(20·0)	2·45 (8·4)	24·79 (7·1)
1963 1st quarter	2·37	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·79*
2nd quarter	2·40	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·84
3rd quarter	2·49	3·25	0·94	1·35	0·98	0·69	0·54	0·52	2·99	0·70	1·29	16·32
4th quarter	2·53	3·60	1·04	1·55	1·05	0·73	0·65	0·63	3·40	0·77	1·44	16·71
1964 1st quarter	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·32
2nd quarter	2·56	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·07
3rd quarter	2·57	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·39
4th quarter	2·65	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·28
1965 1st quarter	2·70	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·84	1·67	19·49*
2nd quarter	2·70	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·61
3rd quarter	2·85	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	21·03
4th quarter	2·95	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·61
1966 1st quarter	2·92	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·08	1·93	22·25
2nd quarter	2·78†	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18	2·17	22·59
3rd quarter	3·10	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·45	1·15	2·35	23·52
4th quarter	3·18	4·96	1·57	2·11	1·69	1·05	0·88	0·83	4·95	1·40	2·60	24·24
1967 1st quarter	3·21	4·66	1·47	2·08	1·73	1·05	0·78	0·74	5·10	1·38	2·13	24·64
2nd quarter	3·06	4·91	1·46	2·18	1·77	1·08	0·92	0·79	5·34	1·53	2·39	25·04
3rd quarter	3·02	4·62	1·22	1·90	1·66	1·03	0·70	0·74	4·73	1·34	2·58	24·63
4th quarter	2·50	5·29	1·59	2·28	1·82	1·09	0·93	0·90	5·14	1·64	2·70	24·83
1968 1st quarter	3·08	5·21	1·63p	2·42	1·97	1·17p	0·86	0·83p	5·31p	1·50	2·43	26·41

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
*Significantly affected by a dock strike in the United States.
†Significantly affected by the seamen's strike.
Provisional.
Sources: United Kingdom and Total: Board of Trade.
United States: Publication of the US Department of Commerce.
Other countries: OECD.

Table 6. Index numbers of industrial production

Seasonally adjusted.

1963 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1962	95	95	95	96	95	96	96	92	90
1963	100	100	100	100	100	100	100	100	100
1964	107	106	107	107	107	108	109	100	116
1965	114	115	112	110	111	109	115	106	120
1966	123	126	117	112	117	117	116	118	136
1967	126	127	119	111	119	119	115	128	162
1963 1st quarter	96	97	96	96	95	93	96	96	93
2nd quarter	100	100	100	98	100	100	100	100	98
3rd quarter	101	101	102	101	102	102	101	102	103
4th quarter	103	102	104	104	104	104	103	103	108
1964 1st quarter	105	104	106	106	106	107	106	104	111
2nd quarter	107	106	107	106	106	108	107	101	114
3rd quarter	108	103	107	107	107	107	109	99	118
4th quarter	110	109	109	109	108	107	112	101	120
1965 1st quarter	112	113	110	110	109	106	114	101	120
2nd quarter	114	114	111	110	111	108	115	105	119
3rd quarter	115	116	112	110	111	110	114	107	120
4th quarter	117	118	114	111	114	113	115	110	122
1966 1st quarter	121	123	116	113	116	114	118	114	126
2nd quarter	122	125	117	112	117	116	118	117	132
3rd quarter	124	127	117	112	117	119	116	120	139
4th quarter	125	128	117	109	117	119	114	122	146
1967 1st quarter	124	126	117	110	117	119	111	127	151
2nd quarter	124	125	117	110	117	118	110	128	157
3rd quarter	126	127	118	110	118	120	114	125	166
4th quarter	128	128	122	112	123	122	120	131	174
1968 1st quarter	130	130	124	114	125	126	120	133	177

Source: OECD

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Wholesale trades in 1965

THIS ARTICLE presents the results of a large-scale inquiry into the wholesale trades taken in respect of 1965; the results of the previous large-scale inquiry relating to 1959 were published in the *Board of Trade Journal* of April 7, 1961.

Results

In Tables 1, 2, 3, 4(a), (b), (c), 5(a) and 5(b) the results of the inquiry are given and definitions of the terms used in these tables are shown in a later section of this article.

The total receipts for the wholesale trades was estimated at £14,771 million in 1965 compared with £12,127 in 1959. Direct comparisons of turnover should however be made with caution because the figures contain an unknown amount of duplication in both years. Duplication occurs when in the course of distributing goods one 'wholesaler' sells to another 'wholesaler', as, for example, where an importer sells goods to a distributor. Both types of activity are classified to wholesaling and the turnover figures would therefore be duplicated.

The total number of persons engaged in the wholesale trades in 1965 was estimated at nearly 779,000, of which 463,000 were engaged in wholesale distribution (minimum list heading 810), just under 148,000 engaged in dealing in coal, builders' materials, grain and agricultural supplies (minimum list heading 831) and just over 164,000 in dealing in other industrial materials and machinery (minimum list heading 832). Earlier figures on persons engaged are only available from the 1950 census of distribution and other services and comparisons over this period of time are difficult to make because of changes in classification.

Information on direct sales to the public is also available for the first time since 1950. It is estimated that the total sales to the public was £651 million in 1965; but of this total £205 million was reported by coal merchants and £171 million by builders' merchants where both retail and wholesale dealing in these goods are included.

Net capital expenditure reached £137 million in 1965, nearly a quarter of which was on new building work and the remainder split about equally between vehicles and other equipment. The wholesale distribution of petroleum products accounted for £33.5 million or just under a quarter of the total capital expenditure, the largest investment by a single kind of business. The total value of stocks held at the end of 1965 was £1,180 million.

In Table 3 is presented for the first time a detailed breakdown of the vehicles operated on B and C licences and their costs of operating. In addition a question was asked on the number of persons engaged on transport, but the problems of classifying personnel made the results unsatisfactory. It was found difficult to distinguish between full-time drivers and the salesmen, maintenance engineers, loaders and storemen who may also deliver goods. The results showed that on average just less than one person per vehicle was engaged on transport. The detailed results are however thought to be too unreliable for publication.

Information was collected in 1965 to enable the gross margain to be obtained and these results are shown in Tables 4(a) and 4(b). It is possible to make rough comparisons between these figures and

SUMMARY BY KIND OF BUSINESS

Table 1. Estimates for all businesses: Great Britain

£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Total receipts	Purchases	Net capital expenditure (a)	Stocks at end of year	Direct Sales to the public
	TOTAL, including Marketing Boards	41,049	778,660	14,771,264	12,875,727	136,834	1,180,163	650,785
810	WHOLESALE DISTRIBUTION	23,643	462,676	8,770,938	7,617,394	82,603	728,809	130,681
	Grocery and provisions	2,007	66,597	1,998,926	1,870,851	8,654	106,047	19,514
	Beer, wines and spirits	725	27,278	410,605	291,236	3,890	95,596	21,459
	Chocolate and sugar confectionery	439	4,619	56,903	50,717	371	4,095	1,536
	Tea and coffee	208	10,662	178,122	142,473	1,945	37,732	1,379
	Meat	753	22,756	553,179	498,372	2,578	29,060	4,851
	Fish	874	10,114	125,893	104,548	1,462	5,856	3,023
	Vegetables and fruit	2,630	38,198	468,061	381,819	4,095	9,556	5,892
	Other food and drink	470	14,611	203,009	174,713	1,920	8,480	15,462
	Cigarettes and tobacco	923	13,220	422,396	401,383	950	24,445	10,302
	Boots and shoes	240	3,723	50,933	42,209	263	6,847	2,213
	Clothing and textiles	3,195	41,348	466,979	383,813	3,347	71,535	5,441
	Merchant converters	568	8,195	160,702	131,631	482	38,814	142
	Paper and paper board	1,070	14,605	181,186	149,450	1,485	16,505	2,472
	Stationery and books	467	18,530	148,162	122,578	3,151	8,089	1,781
	Petroleum products	286	36,157	1,698,172	1,473,162	33,512	78,990	9,791
	Hardware and electrical goods	2,400	40,396	384,916	317,201	3,520	56,474	7,337
	Chemists' wares	480	17,260	144,327	118,579	1,586	18,815	2,427
	Other non-food goods	3,417	50,654	639,261	539,781	7,236	82,313	9,604
	General export merchants	691	6,240	198,565	178,309	832	9,480	653
	Other general wholesale merchants	1,800	17,513	280,651	244,559	1,324	20,080	5,402
831	DEALING IN COAL, BUILDERS' MATERIALS, GRAIN AND AGRICULTURAL SUPPLIES (wholesale or retail)	8,282	147,959	2,307,858	1,994,069	23,398	122,369	438,718
	Coal merchants	4,291	44,734	814,245	698,798	7,818	17,092	205,265
	Builders' merchants	2,308	68,067	648,834	528,786	9,720	72,683	60,399
	Corn, seed and agricultural merchants	1,594	33,908	815,781	741,526	5,377	32,045	171,160
	Dealing in livestock	89	1,250	28,998	24,959	483	549	1,894
832	DEALING IN OTHER INDUSTRIAL MATERIALS AND MACHINERY	9,117	164,078	3,235,245	2,820,583	29,866	314,614	80,758
	Scrap and waste materials	1,811	27,880	309,624	247,471	6,005	18,160	5,334
	Ores and metals	927	19,627	1,052,361	984,660	4,657	72,968	4,941
	Timber	1,333	34,104	353,175	277,052	5,286	75,962	18,105
	Hides, skins and leather	586	5,960	129,393	112,540	739	10,964	605
	Textile materials and yarns	701	6,785	269,350	244,658	393	28,246	209
	Industrial machinery	2,751	55,536	504,741	383,650	10,146	78,007	48,648
	Other industrial materials	941	13,115	533,697	491,121	2,541	28,399	2,632
	Dealing in industrial materials generally	67	1,071	82,904	79,431	99	1,908	284
810/832	MARKETING BOARDS	7	3,947	457,213	443,681	967	14,371	628

(a) Excludes purchases and sales of land and existing buildings.

those obtained in 1950 for most kinds of business and in general the gross margins appear the same or slightly higher than those found in 1950. However, in the wholesale distribution of beer, wines and spirits the gross margin in 1965 was 31 per cent compared with 16 per cent in 1950. The explanation for this result is that although the majority of the traders (i.e. those with a turnover less than £5 million) were found to have gross margins around 16 per cent in 1965, several very large businesses returned very high gross margins. The high figures are due to a peculiarity in this trade in that sales in any one year may not be related to purchases. For example, when a firm buys whisky for maturing, the sale of the whisky does not take place until several years after the purchase. This practice was more prevalent in 1965 than in the immediate post-war years when supplies were short. This practice may therefore have distorted the gross margins obtained in 1965 for the very large businesses. Another consequence is that in this kind of business the ratio of stocks/sales is the second highest at 24 per cent. It may be noted that in the timber trade where stocks are also held for maturing, the stocks/sales ratio is also high at 23 per cent. The gross margin of tea and coffee wholesalers also shows a marked increase from 8 per cent in 1950 to 20 per cent in 1965, but this comparison may be invalidated because in 1950 the distribution of tea and coffee was controlled and this probably influenced the wholesale trade in these commodities. It can be seen from Tables 4(a) and 4(b) that in nearly all kinds of business wholesalers operating without stocks have smaller gross margins than wholesalers operating with stocks. This is to be expected because in general wholesalers with stocks will incur higher overheads such as the maintenance of warehouses and their gross margins need to cover these costs as well as a return on the investment in stocks. However in the cigarettes and tobacco trade the gross margin of wholesalers with stocks is only 5 per cent compared with 8 per cent for wholesalers without stock. The reason for this seems to be that most of the wholesalers without stocks are engaged in dealing in smokers' requisites where the profit margin may be higher than on cigarettes and tobacco.

Tables 5(a) and 5(b) give a breakdown by turnover size of businesses which made satisfactory returns. Although a similar table was shown for the 1959 results, the tables for the two years cannot be compared directly. The non-response varied for each kind of business in both 1959 and 1965.

An interesting feature of these tables is the variation of the turnover per person engaged between large and small businesses in the same kind of business and between businesses of similar size in different kinds of business. For example, in Table 5(a) the wholesale distribution of grocery and provisions shows an average turnover per person engaged of over £6,500 for the businesses with a total turnover of less than £50,000; whereas the large businesses with over £5 million total turnover have an average of nearly £45,0000 per person engaged. In the wholesale distribution of meat a similar gap exists between the large and small businesses but the levels are different; the small businesses show an average of under £4,500 per person engaged and the large businesses (i.e. businesses with total turnover over £5 million) an average of £24,000 per person engaged. There could be various explanations of this result; it is possible that the amount of duplication in the turnover figures is greater for the larger traders or it may be that the larger traders have bulk handling facilities which enable them to dispose of a higher volume of goods per person engaged.

Method of conducting the Inquiry

A register of wholesalers was available from the previous inquiry, conducted in 1959, which had been up-dated yearly by the inclusion of new companies. In addition the Ministry of Labour supplied a register of wholesalers and dealers compiled from employment

(Continued on next page)

CAPITAL EXPENDITURE BY KIND OF BUSINESS

Table 2. Estimates for all businesses: Great Britain

£'000

S.I.C. Minimum List Heading	Kind of Business	Fixed Capital Expenditure							
		Total net (a)	New building work	Vehicles		Other capital equipment		Land and existing buildings	
				Bought	Sold	Bought	Sold	Bought	Sold
	TOTAL, including Marketing Boards	136,834	38,574	64,733	17,201	53,095	2.367	45,813	13,026
810	WHOLESALE DISTRIBUTION	82,603	23,308	36,310	9,354	33,463	1,128	35,665	7,877
	Grocery and provisions	8,654	2,639	4,288	1,336	3,214	151	1,170	1,084
	Beer, wines and spirits	3.890	1,542	1,094	347	1,744	143	493	598
	Chocolate and sugar confectionery	371	67	295	93	104	3	52	28
	Tea and coffee	1,945	276	613	131	1,199	13	31	67
	Meat	2,578	819	1,123	274	1,016	107	749	243
	Fish	1,462	317	878	246	541	27	104	101
	Vegetables and fruit	4,095	1,172	3,149	1,005	829	50	663	465
	Other food and drink	1,920	282	883	237	1,070	76	126	300
	Cigarettes and tobacco	950	286	754	320	239	10	429	208
	Boots and shoes	263	85	267	131	53	11	107	164
	Clothing and textiles	3,347	1,271	2,520	1,200	776	20	566	535
	Merchant converters	482	90	367	174	222	23	79	77
	Paper and paper board	1,485	470	1,009	410	427	11	252	295
	Stationery and books	3,151	1,945	845	224	595	10	508	336
	Petroleum products	33,512	8,730	10,303	460	15,179	239	26,833	904
	Hardware and electrical goods	3,520	1,041	2,565	903	847	31	1,458	383
	Chemists' wares	1,586	530	789	283	562	11	265	202
	Other non-food products	7,236	1,283	2,995	1,105	4,215	153	1.300	1,627
	General export merchants	832	76	576	78	277	20	60	52
	Other general wholesale merchants	1,324	388	997	397	354	19	420	208
831	DEALING IN COAL, BUILDERS' MATERIALS, GRAIN AND AGRICULTURAL SUPPLIES (Wholesale or Retail)	23,398	6,567	14,849	3,535	5,863	344	4,477	2,328
	Coal merchants	7,818	1,000	5,710	996	2,231	126	599	406
	Builders' merchants	9,720	3,962	5,588	1,484	1,773	119	2,781	1,186
	Corn, seed and agricultural merchants	5.377	1,300	3,416	1,008	1,766	96	996	722
	Dealing in livestock	483	305	135	47	93	3	101	14
832	DEALING IN OTHER INDUSTRIAL MATERIALS AND MACHINERY	29,866	8,454	12,982	4,101	13,426	892	5,527	2,807
	Scrap snd waste materials	6,005	993	2,827	793	3,296	317	1,177	528
	Ores and metals	4,657	1,739	1,732	497	1,796	114	994	439
	Timber	5,286	1,957	2,276	640	1,778	86	1,278	347
	Hides, skins and leather	739	311	425	150	167	13	43	49
	Textile materials and yarns	393	97	409	189	85	9	70	42
	Industrial machinery	10,146	2,211	4,276	1,502	5,480	319	1,505	1,123
	Other industrial materials	2,541	1,131	968	314	790	34	440	279
	Dealing in industrial materials generally	99	15	69	16	34	—	20	—
810/832	MARKETING BOARDS	967	245	592	211	343	3	144	14

(a) Excludes purchases and sales of land and existing buildings.

WHOLESALE TRADES IN 1965, *continued*

records, which included businesses employing less than five persons. Duplications were eliminated and then the combined registers formed the basis for the 1965 inquiry.

The coverage of the register was fairly comprehensive, all businesses whose turnover in 1959 exceeded £50,000 were included as were all businesses not previously covered in a base year inquiry. Businesses whose turnover in 1959 was less than £50,000 were covered by a 1 in 3 sample from each kind of business.

The methods used to obtain estimates for the non-responding traders were as follows. The large traders (i.e. those with a turnover in 1959 of £500,000 or more) were followed up to try to ensure complete response. All businesses with a turnover in 1959 of £50,000 or more but less than £500,000 were stratified into size groups for each kind of business and any non-responding trader was given the average of the responding traders in its size group. Businesses where turnover was less than £50,000 in 1959 were grossed up using the realized sampling fraction, as was any trader not covered in the 1959 inquiry.

NOTES:

Wholesalers and Dealers: There are many different business activities classified to the three minimum list headings covered in the inquiry; for example importers, exporters, brokers, buying agents, selling agents, etc., are included as well as the wholesaler who distributes to retail outlets. It is not possible to analyze the results into all the categories shown in the census of distribution and other services for 1950. However three types of wholesalers are identified, namely:

(a) Wholesalers with stocks: those businesses who reported holding stocks above £10, or in some kinds of business, stocks greater than a certain percentage of their turnover.

(b) Wholesalers without stocks: those businesses reporting both beginning year and end year stocks of less than £10, or in some kinds of businesses namely groceries and provisions, clothing and textiles, general wholesale merchants, builders' merchants, and dealers in corn seed, etc., ores and metals, timber, hides, skin, etc., and industrial machinery where the stocks/sales ratio was very small. Wholesalers on commission are excluded.

(c) Wholesalers on commission: these are defined as those wholesalers without stocks whose receipts from commissions were greater than the difference between receipts from goods sold on own account and purchases.

In this inquiry wholesale departments wholly or mainly engaged in distributing the products of a parent manufacturing firm are excluded, except for wholesale distributors of petroleum products.

Receipts and purchases

(a) *Goods sold on own account* include amounts received for all goods sold on own account whether sold directly or through an agent, and amounts charged to the customers for carriage or packing. Duty is included where goods were sold duty paid but purchase tax is included only when it was already included in the value of goods bought for re-sale. The value of goods transferred within the business unit were excluded.

(b) *Commissions:* Charges for services provided (e.g. storage of goods) or commissions received from agents' or brokers' transactions.

(c) *Goods sold direct to public:* include sales to persons for their own use or to organizations who purchase goods on behalf of members. Sales to shops, businesses, etc., who purchased the goods for use in their own business activity were excluded as were sales through any retail establishments of wholesalers.

TRANSPORT COSTS BY KIND OF BUSINESS

Table 3. Estimates for all businesses: Great Britain

£'000

S.I.C. Minimum List Heading	Kind of business	No. of vehicles operated on B & C licences				Costs of operating vehicle fleet						Amounts paid out for Transportation		Total costs
		2 tons or under	Over 2 tons but not over 3 tons	Over 3 tons but not over 5 tons	Over 5 tons	Fuel	Spares	Maintenance	Insurances	Licences	Depreciation	By road	Other	
	TOTAL, including Marketing Boards	49,405	20,031	32,607	19,545	30,510	9,844	16,450	5,095	6,806	23,087	104,920	69,607	266,319
810	WHOLESALE DISTRIBUTION	32,963	7,996	12,485	8,194	15,530	4,387	9,362	2,322	3,362	12,296	48,172	32,939	128,370
	Grocery and provisions	3,628	1,929	2,757	971	2,169	562	1,307	356	482	1,579	5,995	1,198	13,648
	Beer, wines and spirits	1,105	440	888	289	604	228	274	112	156	473	1,632	1,023	4,502
	Chocolate and sugar confectionery	952	153	107	4	204	45	87	43	41	144	111	42	717
	Tea and coffee	1,277	25	87	103	216	46	170	38	46	245	857	181	1,799
	Meat	1,448	311	481	174	588	131	309	103	119	422	3,985	929	6,586
	Fish	893	219	291	139	467	102	233	80	71	314	1,674	868	3,809
	Vegetables and fruit	3,170	2,729	3,453	825	2,439	627	1,156	448	516	1,628	6,102	3,657	16,573
	Other food and drink	2,041	462	683	297	674	391	325	112	143	506	1,349	357	3,857
	Cigarettes and tobacco	2,513	96	26	2	406	57	226	89	76	316	95	165	1,430
	Boots and shoes	121	11	8	1	30	3	16	6	5	20	296	140	516
	Clothing and textiles	1,422	128	45	12	343	48	149	63	49	244	1,776	1,478	4,150
	Merchant converters	141	13	13	1	35	6	17	10	6	29	730	259	1,092
	Paper and paper board	1,268	105	69	24	297	52	154	57	47	212	1,386	403	2,608
	Stationery and books	1,376	113	42	11	330	76	176	59	55	216	1,649	936	3,497
	Petroleum products	717	183	2,624	5,106	4,070	1,584	3,406	293	1,134	4,116	13,691	16,781	45,075
	Hardware and electrical goods	4,061	530	438	74	1,097	165	567	187	178	796	1,142	648	4,780
	Chemists' wares	2,482	100	21	8	340	71	149	55	52	214	427	142	1,450
	Other non-food goods	3,378	339	326	102	933	134	496	156	137	633	4,006	1,805	8,300
	General export merchants	58	4	4	5	17	2	8	4	3	11	357	988	1,390
	Other general wholesale merchants	912	106	122	46	271	57	137	51	46	178	912	939	2,591
831	DEALING IN COAL, BUILDERS' MATERIALS, GRAIN AND AGRICULTURAL SUPPLIES (wholesale or retail)	7,070	9,937	14,223	7,635	9,687	3,895	4,533	1,722	2,250	6,959	29,197	22,746	80,989
	Coal merchants	1,650	6,330	6,726	2,219	4,150	1,558	1,998	797	1,071	2,862	14,382	20,756	47,574
	Builders' merchants	3,350	1,855	4,595	1,870	3,294	1,515	1,365	549	723	2,523	5,437	406	15,812
	Corn, seed and agricultural merchants	2,033	1,739	2,875	3,506	2,198	798	1,148	368	446	1,545	9,032	1,543	17,078
	Dealing in livestock	37	13	27	40	45	24	22	8	10	29	346	41	525
832	DEALING IN OTHER INDUSTRIAL MATERIALS AND MACHINERY	8,873	2,016	5,228	3,409	4,889	1,439	2,555	1,019	1,108	3,806	18,346	13,411	46,573
	Scrap and waste materials	874	670	2,149	1,217	1,346	491	752	391	354	1,106	3,289	3,994	11,723
	Ores and metals	302	205	797	792	711	236	449	137	175	571	3,626	4,585	10,490
	Timber	712	563	1,257	705	909	282	496	165	226	696	4,520	1,154	8,448
	Hides, skins and leather	283	163	190	23	151	21	87	26	25	117	334	304	1,065
	Textile materials and yarns	102	10	33	18	35	5	17	7	7	29	621	988	1,709
	Industrial machinery	6,013	290	649	358	1,372	274	581	220	249	1,007	2,750	1,527	7,980
	Other industrial materials	534	92	144	276	337	121	151	68	67	255	3,010	760	4,769
	Dealing in industrial materials generally	53	23	9	20	28	9	22	5	5	25	196	99	389
810/832	MARKETING BOARDS	499	82	671	307	404	123	—	32	86	26	9,205	511	10,387

(d) *Purchases:* include amounts paid out for carriage and packing; the value of goods received from factory departments for which separate accounts are kept; and duty paid direct to HM Customs and Excise less drawback.

Capital expenditure: all expenditure charged to the capital asset accounts, including capital items bought on hire purchase, and expenditure on the replacement of assets destroyed under circumstances (e.g. fire) which have given rise to an insurance claim. Expenditure on assets for use outside the United Kingdom is excluded as is expenditure on intangible assets such as goodwill. New building work includes expenditure on the construction of new buildings, the extension or improvement of old buildings (including fixtures, e.g. lifts, heating and ventilating systems) and expenditure on site preparation and other civil engineering work. Expenditure on architects' and surveyors' fee, legal charges, stamp duties, agents' commission, etc., is also included. Expenditure on vehicles includes ships and aircraft as well as motor vehicles and other expenditure includes plant and machinery and other capital expenditure (e.g. office furniture).

Stocks are shown at the value adopted for balance sheet purposes. They include stocks held outside the United Kingdom by businesses operating in the United Kingdom but exclude stocks of subsidiary companies mainly operating outside the United Kingdom.

Persons engaged: includes all part-time employees, directors or working proprietors and persons temporarily absent through sickness or holidays.

Costs of operating vehicle fleet: includes amounts credited to a separate department as well as amounts paid to other undertakings. The depreciation shown is the value allowable for income tax purposes and includes balancing allowances and charges but excludes investment allowances.

Amounts paid out for transportation: includes amounts credited to a separate transport organization and amounts paid for the transport of goods to and from docks or airports. Amounts payable for the hire of vehicles are included, but postal charges and amounts payable for sea and air freights on goods exported are excluded.

Gross margin: the gross margin shown is defined as the value of goods sold on own account minus the value of purchases adjusted in each case for stock changes during the year. Receipts from commissions and services are excluded.

Year of return: firms were asked to make returns in respect of the calendar year 1965, but if this was not their year of account a return for a business year ending on any date from April 6, 1965 to April 5, 1966, was accepted.

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ANALYSIS BY METHOD OF TRADING WITHIN EACH KIND OF BUSINESS TRADING WITH STOCK

Table 4 (a). For businesses which made satisfactory returns: Great Britain

£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Receipts		Purchases	Stocks		Stocks as a percentage of sales	Gross margin	Gross margin as a percentage of sales (b)	Net capital expenditure (c)
				Amounts for services and commissions	Goods sold on own account		Beginning year	End year				
	TOTAL, including Marketing Boards	28,735	690,826	105,335	12,404,982	10,844,629	1,051,417	1,119,252	%	1,628,188	%	122,980
810	WHOLESALE DISTRIBUTION	16,162	408,596	56,711	7,454,609	6,490,106	661,718	693,094		995,879		75,965
	Grocery and provisions	1,263	52,419	7,046	1,279,584	1,194,467	95,241	98,614	8	88,490	7	6,830
	Beer, wines and spirits	576	25,762	2,233	386,183	272,673	84,656	91,294	24	120,148	31	3,637
	Chocolate and sugar confectionery	359	4,143	157	51,578	46,175	3,436	3,757	7	5,724	11	338
	Tea and coffee	164	9,955	308	169,799	136,542	36,468	36,980	22	33,769	20	1,885
	Meat	537	20,611	8,733	492,348	451,199	28,865	27,460	6	39,744	8	2,205
	Fish	542	8,202	1,451	99,919	83,892	3,823	5,515	6	17,719	18	1,282
	Vegetables and fruit	1,914	33,132	14,621	395,447	336,487	8,392	8,918	2	59,486	15	3,621
	Other food and drink	356	13,864	839	191,653	165,842	7,849	8,324	4	26,286	14	1,851
	Cigarettes and tobacco	776	12,293	246	396,309	378,986	21,014	23,371	6	19,680	5	891
	Boots and shoes	190	3,480	170	48,156	40,095	7,339	6,556	14	7,278	15	243
	Clothing and textiles	1,928	35,674	1,297	404,103	334,410	68,022	67,281	17	68,952	17	2,782
	Merchant converters	508	7,604	1,880	150,073	124,670	35,447	36,912	25	26,868	18	459
	Paper and paper board	712	11,459	755	152,440	130,065	14,597	15,349	10	23,127	15	1,238
	Stationery and books	404	18,018	1,084	143,604	119,858	7,242	8,081	6	24,585	17	3,124
	Petroleum products	201	35,914	5,710	1,682,752	1,464,244	81,874	78,917	5	215,551	13	33,440
	Hardware and electrical goods	1,845	36,955	1,985	353,041	293,284	47,245	52,666	15	65,178	18	3,170
	Chemists' wares	361	16,334	464	136,453	113,098	16,415	18,222	13	25,162	18	1,444
	Other non-food goods	2,497	45,878	3,423	583,313	498,992	69,010	77,278	13	92,589	16	5,833
	General export merchants	168	2,422	1,953	91,154	84,801	7,173	8,712	10	7,892	9	611
	Other general wholesale merchants	861	14,477	2,356	246,700	220,326	17,610	18,887	8	27,651	11	1,081
831	DEALING IN COAL, BUILDERS' MATERIALS, GRAIN AND AGRICULTURAL SUPPLIES (wholesale or retail)	6,107	132,893	18,620	1,827,928	1,569,026	107,775	115,177		266,304		21,216
	Coal merchants	3,046	39,749	13,670	687,474	597,220	15,981	16,271	2	90,544	13	7,192
	Builders' merchants	1,799	62,187	2,673	557,272	452,825	64,569	68,149	12	108,027	19	8,705
	Corn, seed and agricultural merchants	1,203	30,018	1,927	557,091	496,079	26,778	30,222	5	64,456	12	4,872
	Dealing in livestock	59	939	350	26,091	22,902	447	535	2	3,277	13	447
832	DEALING IN OTHER INDUSTRIAL MATERIALS AND MACHINERY	6,459	145,390	29,724	2,665,512	2,341,816	267,553	296,610		352,753		24,832
	Scrap and waste materials	1,370	24,715	1,878	276,225	222,532	15,926	17,124	6	54,891	20	4,815
	Ores and metals	587	17,545	2,575	762,543	711,702	57,692	67,699	9	60,848	8	4,364
	Timber	976	30,503	2,607	323,619	261,133	64,347	72,833	23	70,972	22	4,901
	Hides, skins and leather	451	4,975	2,247	95,252	83,455	9,320	10,085	11	12,562	13	578
	Textile materials and yarns	463	5,932	1,618	251,785	230,856	30,635	27,603	11	17,897	7	363
	Industrial machinery	1,900	49,480	14,457	408,273	320,084	62,959	73,152	18	98,382	24	7,534
	Other industrial materials	655	11,225	4,150	467,391	434,723	24,912	26,233	6	33,989	7	2,181
	Dealing in industrial materials generally	57	1,015	192	80,424	77,331	1,762	1,881	2	3,212	4	96
810/832	MARKETING BOARDS	7	3,947	280	456,933	443,681	14,371	14,371	3	13,252	3	967

(a) Stocks are given as a percentage of goods sold on own account
(b) Gross Margin is given as a percentage of goods sold on own account.
(c) Excludes acquisitions and disposals of land and existing buildings.

(*Continued on next page*)

WHOLESALE TRADES IN 1965, *continued*

ANALYSIS BY METHOD OF TRADING WITHIN EACH KIN D OF BUSINESS TRADING WITHOUT STOCK

Table 4 (b). Businesses which made satisfactory returns: Great Britain

£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Receipts			Purchases	Gross margin as a percentage of sales (b)	Net capital expenditure (c)
				Amounts for services and commissions	Goods sold on own account	Total			
	TOTAL	3,822	28,117	*	*	1,397,456	1,312,442	%	3,956
810	WHOLESALE DISTRIBUTION	2,267	19,089	3,032	855,569	858,602	810,025		2,225
	Grocery and provisions	383	9,722	1,460	623,271	624,731	599,266	4	1,291
	Beer, wines and spirits	21	76	*	*	1,455	1,417	2	—
	Chocolate and sugar confectionery	15	27	*	*	358	327	7	—
	Tea and coffee	17	113	*	*	2,860	2,759	3	—
	Meat	57	455	92	21,677	21,769	20,510	5	186
	Fish	227	1,157	88	16,061	16,149	13,833	14	47
	Vegetables and fruit	174	969	123	20,238	20,361	17,489	14	85
	Other food and drink	45	233	31	5,970	6,001	5,416	9	19
	Cigarettes and tobacco	45	213	*	*	5,697	5,218	8	6
	Boots and shoes	16	61	—	866	866	797	8	—
	Clothing and textiles	389	1,695	104	27,828	27,932	23,914	14	291
	Merchant converters	8	35	—	580	580	496	14	—
	Paper and paper board	104	545	41	7,665	7,706	6,831	11	44
	Stationery and books	41	290	14	3,036	3,051	2,618	14	9
	Petroleum products	34	133	*	*	6,188	5,869	5	29
	Hardware and electrical goods	88	254	5	2,467	2,472	2,044	17	15
	Chemists' wares	38	166	19	2,176	2,195	1,760	19	47
	Other non-food goods	195	744	125	15,596	15,721	13,305	15	29
	General export merchants	199	1,692	819	81,701	82,520	77,224	5	85
	Other general wholesale merchants	171	509	79	9,911	9,990	8,933	10	41
831	DEALING IN COAL, BUILDERS' MATERIALS, GRAIN AND AGRICULTURAL SUPPLIES (wholesale or retail)	795	4,682	*	*	305,924	290,102		793
	Coal merchants	406	1,711	273	62,510	62,783	57,460	8	184
	Builders' merchants	188	1,372	274	32,807	33,081	28,609	13	429
	Corn, seed and agricultural merchants	193	1,565	437	208,058	208,495	202,533	3	179
	Dealing in livestock	8	34	*	*	1,565	1,500	4	1
832	DEALING IN OTHER INDUSTRIAL MATERIALS AND MACHINERY	760	4,346	1,335	231,595	232,930	211,795		938
	Scrap and waste materials	111	476	5	9,419	9,424	8,258	12	493
	Ores and metals	126	900	423	121,402	121,826	112,729	7	136
	Timber	74	447	52	5,730	5,782	4,775	17	24
	Hides, skins and leather	43	300	34	20,769	20,803	19,786	5	26
	Textile materials and yarns	53	148	22	6,150	6,172	5,929	4	5
	Industrial machinery	245	1,605	634	41,821	42,455	35,475	15	114
	Other industrial materials Dealing in industrial materials generally	108	470	166	26,303	26,469	25,363	4	140

(b) Gross margin is given as a percentage of goods sold on own account.
(c) Excludes acquisitions and disposals of land and existing buildings.
* Indicates figures are supressed because of disclosure.

OVERSEAS VISITORS

Recent visitors to English Electric Valve Co. Ltd. included Dr. Pusch, Dr. Zeifang and Mr. Wichmann of Eltro GmbH & Co., West Germany. They are seen discussing features of the EEV Image Isocon TV Camera Tube for low light-levels with Mr. P. Mouser, engineer in charge of Isocon development and Mr. J. Montgomery-Smith, assistant sales manager.

Three sales representatives from Crossley Carpets Scandinavia A/S, Mr. L. Dahlquist, Swedish, Mr. R. V. Janssen, Swedish, and Mr. V. Morgensen, Danish, recently spent two weeks at the Dean Clough Works of John Crossley & Sons, Ltd, in Halifax, learning about the different processes which go into producing a fine quality carpet and seeing all the latest colours and designs that will in due course be available to them in Scandinavia. From left to right are: Mr. V. Mogesen, Mr. R. V. Janssen, Mr. Jeremy Mitchell, Mr. David Bell, Mr. L. Dahlquist and Mr. J. R. Hone.

ANALYSIS BY METHOD OF TRADING WITHIN EACH KIND OF BUSINESS TRADING MAINLY ON A COMMISSION BASIS

Table 4 (c). Businesses which made satisfactory returns: Great Britain

£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Receipts			Purchases	Net capital expenditure (c)
				Amounts for services and commissions	Goods sold on own account	Total		
	TOTAL	2,801	17,899	*	*	259,345	203,884	4,017
810	WHOLESALE DISTRIBUTION	1,949	12,120	33,992	28,538	62,532	27,374	1,627
	Grocery and provisions	111	1,324	4,083	8,147	12,230	7,983	105
	Beer, wines and spirits	23	95	*	*	188	*	*
	Chocolate and sugar confectionery	15	48	107	39	146	36	*
	Tea and coffee	18	313	*	*	1,121	*	5
	Meat	50	545	795	2,422	3,217	2,375	24
	Fish	16	71	*	*	478	*	—
	Vegetables and fruit	196	1,543	3,924	3,284	7,209	3,121	73
	Other food and drink	19	146	397	—	397	—	*
	Cigarettes and tobacco	7	151	*	*	2,732	*	*
	Boots and shoes	18	67	162	—	162	—	10
	Clothing and textiles	437	1,562	3,206	2,207	5,413	2,113	109
	Merchant converters	10	88	*	*	207	*	—
	Paper and paper board	91	1,294	5,065	1,057	6,122	1,017	56
	Stationery and books	21	214	*	*	377	*	*
	Petroleum products	9	49	136	665	801	638	8
	Hardware and electrical goods	105	351	707	31	738	26	50
	Chemists' wares	21	206	*	*	568	*	30
	Other non-food goods	165	702	2,171	964	3,135	946	920
	General export merchants	200	1,784	5,572	6,727	12,299	6,592	68
	Other general wholesale merchants	417	1,567	3,833	1,158	4,992	1,111	116
831	DEALING IN COAL, BUILDERS' MATERIALS, GRAIN AND AGRICULTURAL SUPPLIES (wholesale and retail)	174	1,079	3,053	25,553	28,604	*	*
	Coal merchants	42	191	360	1,036	1,395	1,012	12
	Builders' merchants	63	301	1,191	15,823	17,013	15,709	75
	Corn, seed and agricultural merchants	54	351	1,047	8,574	9,621	8,543	8
	Dealing in livestock	15	236	455	120	575	*	*
832	DEALING IN OTHER INDUSTRIAL MATERIALS AND MACHINERY	678	4,700	*	*	168,209	*	*
	Scrap and waste materials	26	165	*	*	391	*	116
	Ores and metals	97	686	3,079	139,631	142,710	139,265	21
	Timber	112	1,619	6,250	91	6,341	105	146
	Hides, skins and leather	35	248	597	870	1,467	924	93
	Textile materials and yarns	119	541	1,258	3,109	4,367	3,033	17
	Industrial machinery	210	1,009	3,436	3,214	6,651	3,021	*
	Other industrial materials Dealing in industrial materials generally	79	432	1,510	4,772	6,282	4,697	*

(c) Excludes acquisitions and disposals of land and existing buildings.
* Indicates figures are suppressed because of disclosure.

(*Continued on next page*)

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. 0632 27575. Telex No. 53178.)
R. Wood.
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
J. Gardiner

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol 1. (Tel. 0272 21071. Telex 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. 0222 62151. Telex No. 49267.)
I. Gray.

North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
J. W. Lewis.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. 021-643 8221. Telex No. 33702.)
J. F. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. 041. CIT 2855. Telex No. 77583.)
P. J. L. Homan.

District Office: 29a High Street, Inverness. (Tel. 0463 30867.)
R. Forsyth.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

WHOLESALE TRADES IN 1965, *continued*

SUMMARY BY AMOUNT OF TOTAL RECEIPTS FOR BUSINESSES WHICH MADE SATISFACTORY RETURNS EXCEPT THOSE OPERATING ON A COMMISSION BASIS

Table 5 (a). £'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Total receipts	Net capital expenditure (c)
	TOTAL, including Marketing Boards	32,557	718,943	£'000 13,907,773	126,936
810	WHOLESALE DISTRIBUTION	18,429	427,685	8,369,922	78,190
	Grocery and provisions	1,646	62,141	1,911,361	8,121
	Businesses with receipts of:				
	under £50,000	286	946	6,250	74
	£50,000 and under £100,000	214	1,609	16,101	94
	£100,000 and under £200,000	290	2,960	42,397	230
	£200,000 and under £500,000	427	7,660	138,539	723
	£500,000 and under £1,000,000	201	6,321	141,276	469
	£1,000,000 and under £2,000,000	114	6,871	152,865	791
	£2,000,000 and under £5,000,000	60	8,416	185,920	1,109
	£5,000,000 and under £10,000,000	24	7,090	166,923	1,275
	£10,000,000 and over	30	20,268	1,061,089	3,356
	Beer, wines and spirits	597	25,838	389,871	3,638
	Businesses with receipts of:				
	under £50,000	156	627	3,151	36
	£50,000 and under £100,000	79	595	5,876	44
	£100,000 and under £200,000	90	1,168	13,505	122
	£200,000 and under £500,000	138	2,964	42,942	240
	£500,000 and under £1,000,000	69	3,473	49,458	339
	£1,000,000 and under £2,000,000	38	3,740	52,495	671
	£2,000,000 and under £5,000,000	19	2,598	53,330	392
	£5,000,000 and over	8	10,673	169,114	1,794
	Chocolate and sugar confectionery	374	4,170	52,093	338
	Businesses with receipts of:				
	under £50,000	123	473	3,311	16
	£50,000 and under £100,000	92	590	6,540	34
	£100,000 and under £200,000	82	861	11,745	58
	£200,000 and under £500,000	63	1,129	19,970	97
	£500,000 and under £2,000,000	14	1,117	10,528	133
	Tea and coffee	181	10,068	172,968	1,885
	Businesses with receipts of:				
	under £50,000	80	426	1,682	15
	£50,000 and under £100,000	21	232	1,603	4
	£100,000 and under £200,000	26	449	3,539	29
	£200,000 and under £500,000	19	387	5,756	48
	£500,000 and under £1,000,000	17	616	12,990	40
	£1,000,000 and under £2,000,000	8	227	9,859	11
	£2,000,000 and over	10	7,731	137,538	1,738
	Meat	594	21,066	522,850	2,391
	Businesses with receipts of:				
	under £50,000	77	441	1,933	120
	£50,000 and under £100,000	75	563	5,423	70
	£100,000 and under £200,000	121	1,543	18,036	110
	£200,000 and under £500,000	159	2,337	50,982	291
	£500,000 and under £1,000,000	80	2,247	55,164	293
	£1,000,000 and under £2,000,000	44	1,690	59,311	345
	£2,000,000 and under £5,000,000	28	1,877	79,181	597
	£5,000,000 and over	10	10,368	252,819	565
	Fish	769	9,359	117,519	1,329
	Businesses with receipts of:				
	under £50,000	257	1,033	7,305	29
	£50,000 and under £100,000	227	1,674	16,466	103
	£100,000 and under £200,000	157	1,969	22,080	209
	£200,000 and under £500,000	91	1,664	26,453	185
	£500,000 and under £1,000,000	24	1,182	17,035	225
	£1,000,000 and over	13	1,837	28,180	578
	Vegetables and fruit	2,088	34,101	430,429	3,706
	Businesses with receipts of:				
	under £50,000	477	2,384	13,435	114
	£50,000 and under £100,000	548	4,300	39,989	337
	£100,000 and under £200,000	525	6,627	76,177	922
	£200,000 and under £500,000	385	9,465	117,162	1,027
	£500,000 and under £1,000,000	107	5,299	71,195	416
	£1,000,000 and under £2,000,000	31	2,033	43,685	129
	£2,000,000 and over	15	3,993	68,786	761
	Other food and drink	401	14,097	198,492	1,870
	Businesses with receipts of:				
	under £50,000	129	662	2,744	43
	£50,000 and under £100,000	62	552	4,731	45
	£100,000 and under £200,000	61	867	8,948	137
	£200,000 and under £500,000	76	1,909	23,675	214
	£500,000 and under £1,000,000	41	1,899	29,945	257
	£1,000,000 and under £2,000,000	20	1,745	27,392	272
	£2,000,000 and over	12	6,463	101,057	902
	Cigarettes and tobacco	821	12,506	402,251	897
	Businesses with receipts of:				
	under £50,000	129	316	3,775	72
	£50,000 and under £100,000	119	374	8,445	15
	£100,000 and under £200,000	198	1,005	29,551	37
	£200,000 and under £500,000	198	1,954	66,976	117
	£500,000 and under £1,000,000	106	2,192	76,594	149
	£1,000,000 and under £2,000,000	46	1,518	58,464	86
	£2,000,000 and under £5,000,000	19	1,616	53,770	151
	£5,000,000 and over	6	3,531	104,675	269
	Boots and shoes	206	3,541	49,192	243
	Businesses with receipts of:				
	under £50,000	53	180	937	7
	£50,000 and under £100,000	47	347	3,294	23
	£100,000 and under £200,000	43	488	5,878	81
	£200,000 and under £500,000	39	718	10,581	76
	£500,000 and under £1,000,000	24	388	8,007	12
	£1,000,000 and under £5,000,000	11	1,420	20,495	43
	Clothing and textiles	2,317	37,369	433,331	3,074
	Businesses with receipts of:				
	under £50,000	1,054	3,566	22,921	304
	£50,000 and under £100,000	440	3,179	32,138	220
	£100,000 and under £200,000	386	4,099	55,033	237
	£200,000 and under £500,000	274	6,183	86,075	478
	£500,000 and under £1,000,000	95	4,848	65,778	223
	£1,000,000 and under £2,000,000	41	5,174	58,047	268
	£2,000,000 and over	27	10,320	113,339	1,343

WHOLESALE TRADES IN 1965, *continued*

£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Total receipts	Net capital expenditure (c)
810 (*cont*)	*Merchant converters*	516	7,639	152,533	459
	Businesses with receipts of:				
	under £50,000	147	403	2,931	19
	£50,000 and under £100,000	84	416	6,264	12
	£100,000 and under £200,000	96	987	14,434	38
	£200,000 and under £500,000	112	1,454	34,300	70
	£500,000 and under £1,000,000	49	1,662	33,801	39
	£1,000,000 and under £2,000,000	20	1,751	27,671	252
	£2,000,000 and under £10,000,000	8	966	33,132	28
	Paper and paper board	816	12,004	160,902	1,282
	Businesses with receipts of:				
	under £50,000	390	1,747	8,618	124
	£50,000 and under £100,000	128	1,075	8,798	92
	£100,000 and under £200,000	111	1,803	15,483	170
	£200,000 and under £500,000	110	2,266	32,892	322
	£500,000 and under £1,000,000	52	2,211	36,536	221
	£1,000,000 and under £2,000,000	17	1,143	25,618	155
	£2,000,000 and over	8	1,759	32,956	198
	Stationery and books	445	18,308	147,739	3,133
	Businesses with receipts of:				
	under £50,000	236	1,139	5,016	67
	£50,000 and under £100,000	73	901	5,175	79
	£100,000 and under £200,000	58	1,193	8,283	73
	£200,000 and under £500,000	39	1,719	11,510	118
	£500,000 and under £1,000,000	19	1,421	13,143	234
	£1,000,000 and under £2,000,000	14	2,115	18,912	201
	£2,000,000 and over	6	9,820	85,700	2,361
	Petroleum products	235	36,047	1,694,650	33,469
	Businesses with receipts of:				
	under £50,000	73	246	1,099	122
	£50,000 and under £100,000	19	116	1,397	34
	£100,000 and under £200,000	40	442	5,956	84
	£200,000 and under £500,000	41	764	13,300	131
	£500,000 and under £1,000,000	23	721	15,609	112
	£1,000,000 and under £2,000,000	14	699	19,226	206
	£2,000,000 and under £5,000,000	8	969	24,929	304
	£5,000,000 and under £10,000,000	5	522	31,325	758
	£10,000,000 and over	12	31,568	1,581,809	31,718
	Hardware and electrical goods	1,933	37,209	357,498	3,185
	Businesses with receipts of:				
	under £50,000	824	3,121	16,317	337
	£50,000 and under £100,000	374	3,562	27,293	322
	£100,000 and under £200,000	310	4,760	43,714	460
	£200,000 and under £500,000	269	8,215	82,956	700
	£500,000 and under £1,000,000	104	6,726	71,690	452
	£1,000,000 and under £2,000,000	37	4,443	52,926	374
	£2,000,000 and under £5,000,000	10	2,102	24,560	143
	£5,000,000 and under £10,000,000	5	4,280	38,042	397
	Chemists' wares	399	16,500	139,112	1,491
	Businesses with receipts of:				
	under £50,000	184	636	2,999	30
	£50,000 and under £100,000	70	758	5,354	84
	£100,000 and under £200,000	39	697	5,523	45
	£200,000 and under £500,000	52	1,753	16,488	123
	£500,000 and under £1,000,000	33	3,466	24,501	193
	£1,000,000 and under £2,000,000	14	2,444	18,634	395
	£2,000,000 and over	7	6,746	65,612	621
	Other non-food goods	2,692	46,622	602,457	5,862
	Businesses with receipts of:				
	under £50,000	1,420	5,285	25,731	435
	£50,000 and under £100,000	494	3,977	34,879	387
	£100,000 and under £200,000	370	5,691	52,335	446
	£200,000 and under £500,000	249	6,590	76,469	516
	£500,000 and under £1,000,000	90	4,839	62,566	422
	£1,000,000 and under £2,000,000	43	5,297	61,047	389
	£2,000,000 and under £5,000,000	18	4,009	49,134	263
	£5,000,000 and over	8	10,934	240,296	3,004
	General export merchants	367	4,114	175,627	696
	Businesses with receipts of:				
	under £50,000	155	474	2,945	23
	£50,000 and under £100,000	44	236	3,162	7
	£100,000 and under £200,000	52	336	7,526	14
	£200,000 and under £500,000	49	568	15,581	305
	£500,000 and under £1,000,000	30	1,079	21,484	186
	£1,000,000 and under £2,000,000	17	502	23,613	22
	£2,000,000 and under £5,000,000	14	563	40,234	130
	£5,000,000 and over	6	356	61,081	8
	Other general wholesale merchants	1,032	14,986	259,045	1,122
	Businesses with receipts of:				
	under £50,000	608	1,875	9,729	123
	£50,000 and under £100,000	135	979	9,842	66
	£100,000 and under £200,000	116	1,309	16,299	177
	£200,000 and under £500,000	95	2,073	29,291	121
	£500,000 and under £1,000,000	37	1,559	25,310	119
	£1,000,000 and under £2,000,000	27	2,402	36,009	213
	£2,000,000 and under £5,000,000	9	1,478	28,898	118
	£5,000,000 and over	5	3,311	103,667	184
831	DEALING IN COAL, BUILDERS' MATERIALS, GRAIN AND AGRICULTURAL SUPPLIES (wholesale or retail)	6,902	137,575	2,152,472	22,009
	Coal merchants	3,452	41,460	763,928	7,376
	Businesses with receipts of:				
	under £50,000	2,350	9,457	56,975	936
	£50,000 and under £100,000	540	5,092	37,665	647
	£100,000 and under £200,000	234	3,784	32,451	500
	£200,000 and under £500,000	165	3,553	50,526	564
	£500,000 and under £1,000,000	70	2,084	49,619	381
	£1,000,000 and under £2,000,000	50	2,030	74,060	312
	£2,000,000 and under £5,000,000	25	2,705	80,841	267
	£5,000,000 and under £10,000,000	9	1,415	58,616	357
	£10,000,000 and over	9	11,340	323,175	3,412

WHOLESALE TRADES IN 1965, *continued*

£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Total receipts	Net capital expenditure (c)
831 (*cont*)	*Builders' merchants*	1,987	63,559	593,025	9,134
	Businesss with receipts of:				
	under £50,000	727	3,023	15,474	297
	£50,000 and under £100,000	343	3,345	24,730	382
	£100,000 and under £200,000	339	5,570	48,663	769
	£200,000 and under £500,000	342	11,541	108,251	1,904
	£500,000 and under £1,000,000	136	9,619	93,437	891
	£1,000,000 and under £2,000,000	54	6,808	71,185	995
	£2,000,000 and under £5,000,000	35	12,573	106,486	1,476
	£5,000,000 and over	11	11,080	124,799	2,420
	Corn, seed and agricultural merchants	1,396	31,583	767,513	5,051
	Businesses with receipts of:				
	under £50,000	337	1,406	7,087	172
	£50,000 and under £100,000	227	1,897	16,616	197
	£100,000 and under £200,000	250	3,381	36,870	362
	£200,000 and under £500,000	326	6,205	103,473	1,028
	£500,000 and under £1,000,000	127	4,802	90,493	849
	£1,000,000 and under £2,000,000	70	4,499	98,658	736
	£2,000,000 and under £5,000,000	37	4,338	111,369	1,031
	£5,000,000 and under £10,000,000	15	2,215	107,120	351
	£10,000,000 and over	7	2,840	195,827	325
	Dealing in livestock	67	973	28,006	448
	Businesses with receipts of:				
	under £50,000	17	49	145	2
	£50,000 and under £100,000	14	106	1,075	6
	£100,000 and under £200,000	15	246	2,481	264
	£200,000 and under £500,000	12	191	4,008	29
	£500,000 and over	9	381	20,296	147
832	DEALING IN OTHER INDUSTRIAL MATERIALS AND MACHINERY	7,219	149,736	2,928,166	25,770
	Scrap and waste materials	1,481	25,191	287,527	5,309
	Businesses with receipts of:				
	under £50,000	684	3,825	14,617	965
	£50,000 and under £100,000	309	3,662	22,212	837
	£100,000 and under £200,000	195	3,446	27,311	669
	£200,000 and under £500,000	192	5,199	60,088	1,207
	£500,000 and under £1,000,000	53	2,677	37,425	737
	£1,000,000 and under £2,000,000	28	1,475	39,014	343
	£2,000,000 and under £5,000,000	15	2,497	38,294	408
	£5,000,000 and over	5	2,410	48,566	142
	Ores and metals	713	18,445	886,944	4,500
	Businesses with receipts of:				
	under £50,000	149	538	3,181	127
	£50,000 and under £100,000	85	590	6,173	77
	£100,000 and under £200,000	117	1,302	16,606	298
	£200,000 and under £500,000	154	2,896	48,320	621
	£500,000 and under £1,000,000	86	2,947	58,683	656
	£1,000,000 and under £2,000,000	67	3,735	92,905	1,046
	£2,000,000 and under £5,000,000	33	3,674	100,086	958
	£5,000,000 and under £10,000,000	8	466	55,410	178
	£10,000,000 and over	14	2,297	505,580	539
	Timber	1,050	30,950	332,007	4,924
	Businesses with receipts of:				
	under £50,000	398	2,136	9,124	192
	£50,000 and under £100,000	158	1,906	11,371	229
	£100,000 and under £200,000	160	2,761	22,930	491
	£200,000 and under £500,000	186	6,829	59,185	812
	£500,000 and under £1,000,000	83	5,331	58,315	749
	£1,000,000 and under £2,000,000	38	4,559	52,978	903
	£2,000,000 and under £5,000,000	20	4,272	57,642	757
	£5,000,000 and over	7	3,156	60,463	792
	Hides, skins and leather	494	5,275	118,302	604
	Businesses with receipts of:				
	under £50,000	216	728	4,545	67
	£50,000 and under £100,000	57	391	4,026	28
	£100,000 and under £200,000	87	863	13,101	64
	£200,000 and under £500,000	77	1,265	25,055	136
	£500,000 and under £1,000,000	35	936	22,904	66
	£1,000,000 and under £2,000,000	15	596	21,706	92
	£2,000,000 and over	7	496	26,965	151
	Textile materials and yarns	516	6,080	259,575	368
	Businesses with receipts of:				
	under £50,000	178	597	3,503	29
	£50,000 and under £100,000	61	392	4,459	25
	£100,000 and under £200,000	66	607	9,600	33
	£200,000 and under £500,000	100	1,247	31,149	53
	£500,000 and under £1,000,000	55	916	39,010	122
	£1,000,000 and under £2,000,000	33	764	47,904	36
	£2,000,000 and under £5,000,000	16	1,073	45,663	54
	£5,000,000 and over	7	484	78,286	16
	Industrial machinery	2,145	51,085	465,184	7,648
	Businesses with receipts of:				
	under £50,000	1,067	4,673	21,642	664
	£50,000 and under £100,000	370	3,776	26,111	533
	£100,000 and under £200,000	308	5,116	44,354	802
	£200,000 and under £500,000	238	7,437	74,392	1,107
	£500,000 and under £1,000,000	88	5,263	62,386	955
	£1,000,000 and under £2,000,000	39	4,088	52,585	684
	£2,000,000 and under £5,000,000	21	5,395	57,541	664
	£5,000,000 and over	14	15,337	126,174	2,239
	Other industrial materials and dealing in industrial materials generally	820	12,710	578,625	2,416
	Businesses with receipts of:				
	under £50,000	352	1,332	6,901	161
	£50,000 and under £100,000	114	882	8,093	220
	£100,000 and under £200,000	120	1,667	17,633	211
	£200,000 and under £500,000	107	2,218	32,977	356
	£500,000 and under £1,000,000	53	1,768	36,517	889
	£1,000,000 and under £2,000,000	32	912	42,547	225
	£2,000,000 and under £5,000,000	23	905	73,340	88
	£5,000,000 and under £10,000,000	9	878	68,783	170
	£10,000,000 and over	10	2,148	291,835	97
810/832	MARKETING BOARDS	7	3,947	457,213	967

(c) Excludes acquisitions and disposals of land and existing buildings.

Table 5(b). Summary by amount of total receipts for businesses operating mainly on a commission basis which made satisfactory returns

£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Total receipts	Net capital expenditure (c)
	TOTAL, including Marketing Boards	2,801	17,899	259,345	4,017
810	WHOLESALE DISTRIBUTION	1,949	12,120	62,532	1,627
	Grocery and provisions	111	1,324	12,230	105
	Businesses with total receipts of:				
	under £2,500	33	61	41	—
	£2,500 and under £5,000	12	29	47	—
	£5,000 and under £10,000	8	32	54	*
	£10,000 and under £20,000	16	88	241	—
	£20,000 and under £50,000	9	85	266	*
	£50,000 and under £100,000	5	49	379	*
	£100,000 and under £250,000	15	389	2,294	41
	£250,000 and under £500,000	7	325	2,484	34
	£500,000 and under £1,000,000	6	266	6,425	24
	£1,000,000 and over				
	Beer, wines and spirits	23	95	188	*
	Businesses with total receipts of:				
	under £5,000	16	22	16	*
	£5,000 and under £100,000	7	73	172	*
	Chocolate and sugar confectionery	15	48	146	*
	Businesses with total receipts of:				
	under £5,000	9	14	17	—
	£5,000 and under £50,000	6	34	129	*
	Tea and coffee	18	313	1,121	5
	Businesses with total receipts of:				
	under £10,000	9	15	34	—
	£10,000 and under £500,000	9	298	1,087	5
	Meat	50	545	3,217	24
	Businesses with total receipts of:				
	under £2,500	6	15	11	—
	£2,500 and under £5,000	10	36	38	*
	£5,000 and under £10,000	7	33	51	*
	£10,000 and under £20,000	10	96	128	—
	£20,000 and under £100,000	10	259	390	11
	£100,000 and over	7	106	2,599	3
	Fish	16	71	478	—
	Businesses with total receipts of:				
	under £2,500	5	9	9	—
	£2,500 and under £10,000	5	14	32	—
	£10,000 and under £250,000	6	48	438	—
	Vegetables and fruit	196	1,543	7,209	73
	Businesses with total receipts of:				
	under £2,500	28	51	46	—
	£2,500 and under £5,000	41	82	149	2
	£5,000 and under £10,000	37	126	262	4
	£10,000 and under £20,000	30	135	422	4
	£20,000 and under £50,000	31	365	1,013	32
	£50,000 and under £100,000	12	208	887	12
	£100,000 and under £250,000	11	154	1,666	10
	£250,000 and under £1,000,000	6	422	2,763	9
	Other food and drink	19	146	397	*
	Businesses with total receipts of:				
	under £10,000	8	19	12	—
	£10,000 and under £250,000	11	127	385	*
	Cigarettes and tobacco	7	151	2,732	*
	Boots and shoes	18	67	162	10
	Businesses with total receipts of:				
	under £2,500	6	9	9	*
	£2,500 and under £10,000	6	14	29	*
	£10,000 and under £50,000	6	44	124	*
	Clothing and textiles	437	1,562	5,413	109
	Businesses with total receipts of:				
	under £2,500	114	195	134	*
	£2,500 and under £5,000	114	252	439	22
	£5,000 and under £10,000	89	263	635	19
	£10,000 and under £20,000	84	391	1,171	43
	£20,000 and under £50,000	25	176	648	7
	£50,000 and under £100,000	5	146	348	*
	£100,000 and under £1,000,000	6	139	2,039	8
	Merchant converters	10	88	207	—
	Businesses with total receipts of:				
	under £5,000	5	17	4	—
	£5,000 and under £250,000	5	71	202	—
	Paper and board	91	1,294	6,122	56
	Businesses with total receipts of:				
	under £2,500	19	28	25	—
	£2,500 and under £5,000	7	19	28	—
	£5,000 and under £10,000	13	50	109	3
	£10,000 and under £20,000	11	172	179	5
	£20,000 and under £50,000	14	95	432	12
	£50,000 and under £100,000	17	297	1,320	28
	£100,000 and under £1,000,000	10	633	4,029	7
	Stationery and books	21	214	377	*
	Businesses with total receipts of:				
	under £2,500	9	15	5	—
	£2,500 and under £5,000	5	14	15	—
	£5,000 and under £500,000	7	185	356	*
	Petroleum products	9	49	801	8
	Hardware and electrical goods	105	351	738	50
	Businesses with total receipts of:				
	under £2,500	42	73	52	13
	£2,500 and under £5,000	19	45	69	7
	£5,000 and under £10,000	22	81	169	9
	£10,000 and under £20,000	13	47	187	9
	£20,000 and under £100,000	9	105	261	12
	Chemists' wares	21	206	568	30
	Businesses with total receipts of:				
	under £5,000	9	18	17	—
	£5,000 and under £20,000	6	29	44	*
	£20,000 and under £500,000	6	159	507	*
	Other non-food goods	165	702	3,135	920
	Businesses with total receipts of:				
	under £2,500	58	102	66	5
	£2,500 and under £5,000	39	78	146	8
	£5,000 and under £10,000	25	85	181	18

(Continued on next page)

WHOLESALE TRADES IN 1965, *continued*

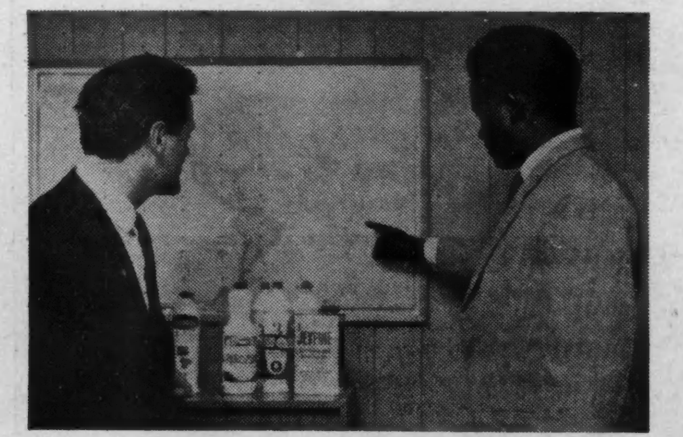
£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Total receipts	Net capital expenditure (c)
810 (*cont.*)	£10,000 and under £20,000	28	116	407	63
	£20,000 and under £1,000,000	15	321	2,335	825
	General export merchants	200	1,784	12,299	68
	Businesses with total receipts of:				
	under £2,500	57	109	63	1
	£2,500 and under £5,000	30	69	107	4
	£5,000 and under £10,000	21	59	155	—
	£10,000 and under £20,000	20	85	284	*
	£20,000 and under £50,000	30	343	990	18
	£50,000 and under £100,000	21	338	1,402	15
	£100,000 and under £250,000	10	451	1,566	7
	£250,000 and over	11	330	7,732	*
	Other general wholesale merchants	417	1,567	4,992	116
	Businesses with total receipts of:				
	under £2,500	164	270	177	11
	£2,500 and under £5,000	84	190	327	12
	£5,000 and under £10,000	68	200	461	21
	£10,000 and under £20,000	58	284	851	21
	£20,000 and under £50,000	23	194	702	26
	£50,000 and under £1,000,000	20	429	2,473	25
831	DEALING IN COAL, BUILDERS' MATERIALS, GRAIN AND AGRICULTURAL SUPPLIES (wholesale and retail)	174	1,079	28,604	*
	Coal merchants	42	191	1,395	12
	Businesses with total receipts of:				
	under £5,000	12	20	13	—
	£5,000 and under £10,000	8	17	60	4
	£10,000 and under £20,000	7	20	98	—
	£20,000 and under £50,000	6	95	203	9
	£50,000 and under £250,000	9	39	1,021	—
	Builders' merchants	63	301	17,013	75
	Businesses with total receipts of:				
	under £2,500	20	41	19	*
	£2,500 and under £5,000	14	24	49	5
	£5,000 and under £10,000	8	19	50	*
	£10,000 and under £20,000	9	51	134	10
	£20,000 and under £100,000	7	47	281	24
	£100,000 and over	5	119	16,480	29
	Corn, seed and agricultural merchants	54	351	9,621	8
	Businesses with total receipts of:				
	under £2,500	19	43	19	1
	£2,500 and under £10,000	9	29	48	—
	£10,000 and under £50,000	10	99	238	*
	£50,000 and under £250,000	8	125	727	*
	£250,000 and under £1,000,000	8	55	8,590	—
	Dealing in livestock	15	236	575	*
	Businesses with total receipts of:				
	under £10,000	7	38	20	—
	£10,000 and under £250,000	8	198	555	*
832	DEALING IN OTHER INDUSTRIAL MATERIALS AND MACHINERY	678	4,700	168,209	*
	Scrap and waste materials	26	165	391	116
	Businesses with total receipts of:				
	under £5,000	11	23	17	*
	£5,000 and under £20,000	6	54	57	*
	£20,000 and under £100,000	9	88	317	*
	Ores and metals	97	686	142,710	21
	Businesses with total receipts of:				
	under £2,500	24	35	26	3
	£2,500 and under £5,000	15	35	58	*
	£5,000 and under £10,000	15	45	113	5
	£10,000 and under £20,000	11	39	151	*
	£20,000 and under £50,000	12	75	342	7
	£50,000 and under £100,000	5	29	407	*
	£100,000 and under £250,000	8	97	1,270	*
	£250,000 and over	7	331	140,343	*

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.



Putting Jeyes on the map: Mr. Joseph Ogollo points out to Mr. Peter Hodgson, a director of Jeyes Overseas Ltd., just where he intends concentrating his sales efforts for a range of Jeyes products in East Africa. Mr. Ogollo is sales manager of Nairobi-based A. Baumann (Kenya) Ltd., who have been appointed agents for Jeyes products in Kenya, Tanzania and Uganda.

£'000

S.I.C. Minimum List Heading	Kind of business	Business units	Persons engaged	Total Receipts	Net capital expenditure (c)
832 (*cont.*)	*Timber*	112	1,619	6,341	146
	Businesses with total receipts of:				
	under £2,500	19	27	18	—
	£2,500 and under £5,000	12	43	47	*
	£5,000 and under £10,000	15	33	118	*
	£10,000 and under £20,000	11	69	138	—
	£20,000 and under £50,000	23	221	682	8
	£50,000 and under £100,000	20	463	1,560	67
	£100,000 and under £250,000	6	149	932	6
	£250,000 and under £1,000,000	6	614	2,845	63
	Hides, skins and leather	35	248	1,467	93
	Businesses with total receipts of:				
	under £2,500	9	18	3	—
	£2,500 and under £10,000	10	22	58	*
	£10,000 and under £50,000	9	54	198	*
	£50,000 and under £1,000,000	7	154	1,207	*
	Textile materials and yarns	119	541	4,367	17
	Businesses with total receipts of:				
	under £2,500	28	43	38	*
	£2,500 and under £5,000	19	55	78	2
	£5,000 and under £10,000	19	73	136	3
	£10,000 and under £20,000	19	113	274	5
	£20,000 and under £50,000	20	143	587	*
	£50,000 and under £250,000	9	86	852	*
	£250,000 and under £1,000,000	5	28	2,402	—
	Industrial machinery	210	1,009	6,651	*
	Businesses with total receipts of:				
	under £2,500	72	134	65	136
	£2,500 and under £5,000	28	64	100	11
	£5,000 and under £10,000	41	141	294	28
	£10,000 and under £20,000	27	138	379	88
	£20,000 and under £50,000	17	118	613	144
	£50,000 and under £100,000	9	100	699	228
	£100,000 and under £250,000	10	177	1,487	*
	£250,000 and under £1,000,000	6	137	3,014	1,146
	Other industrial materials and industrial materials generally	79	432	6,282	*
	Businesses with total receipts of:				
	under £2,500	22	34	27	—
	£2,500 and under £5,000	9	28	29	—
	£5,000 and under £10,000	10	43	71	—
	£10,000 and under £20,000	8	37	113	4
	£20,000 and under £50,000	16	70	443	9
	£50,000 and under £100,000	6	110	463	*
	£100,000 and under £1,000,000	8	110	5,137	8

(c) Excludes acquisition of land and existing buildings.
* Indicates figures are suppressed because of disclosure.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice	
49	Temporary importations: International Co-operation.
77E	(Re-issued February 1966) Purchase Tax – Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
SN6	Notice to Passenger (Exchange Control and Export Licensing).

Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates	
435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
437	Ships and Aircraft.

Orders, deliveries, production and exports in the engineering industries in May

THE MINISTRY of Technology reports that first estimates for May show that production in the mechanical and electrical engineering industry (Order VI of the Standard Industrial Classification, covered by Table I) has risen from the revised level for April bringing the average for the last three months slightly above the average for the preceding three months (column 1). In the wider group of engineering industries including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) the preliminary seasonally adjusted deliveries for May were a little lower for both export and home markets than the revised figures for April. Nevertheless export deliveries are keeping up and the figures for the last three months rose three per cent above those for the preceding three months, to the second highest level recorded. Home deliveries have remained rather flat over recent months.

The trend in new export orders, as represented by the three month moving average, is still rising under the influence of the abnormally high figure in March which was due to a few large plant orders. This rising trend shows an increase of 12 per cent in the last three months over the preceding three months. It seems unlikely, however, that the figure for the second quarter will reach the record level of the first quarter. The picture is nevertheless encouraging with the average level of new export orders 7 per cent higher for the first five months of 1968 when compared with the average for the whole of 1967. New home orders have dropped a little so the average for the latest three months was

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
		1958 = 100		December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
1967 May	154	151	158	151	149	159	
June	153	151	159	150	147	162	
July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155*	..	..	146*	137*	174*	
May	157*	..	..	145*	135*	174*	
Average:							
Latest 3 months shown	155	147	166				
Previous 3 months shown	155	149	162				
Percentage change (5)	+1	—1	+3	—1	—3	+3	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

4 per cent below the average for the preceding three months, leaving total new orders rather lower although there is virtually no change since the beginning of the year.

With deliveries in May smaller than new orders, export orders on hand have risen a little and are 3 per cent higher than their static level around the turn of the year. Home order books are still falling and are now 3 per cent lower than at the year end bringing total order books down to 1 per cent below their level at the end of last year.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (part of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months gives a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against April are the averages of the seasonally adjusted figures for March, April and May.

(Continued on next page)

Table 2. Engineering industries (Order VI and part Order VIII) (1) Unadjusted
Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1966 1st quarter . .	164	157	154	162	158	153	170	153	158
2nd quarter . .	161	138	147	161	142	146	163	129	148
3rd quarter . .	159	135	141	158	132	140	161	142	145
4th quarter . .	152	142	159	152	136	154	154	156	173
1967 1st quarter . .	149	144	152	149	142	149	151	150	158
2nd quarter . .	148	151	154	145	145	155	157	167	151
3rd quarter . .	146	137	141	141	134	143	163	148	135
4th quarter . .	141	146	159	134	143	161	162	153	154
1968 1st quarter . .	142	162	158	134	156	156	168	177	164
1967 April . . .	148	150	155	148	151	154	149	149	158
May . . .	149	156	151	147	142	152	156	194	148
June . . .	148	146	156	145	142	159	157	158	147
July . . .	147	141	146	144	145	149	156	129	137
August . . .	147	122	123	143	112	123	160	152	123
September . .	146	149	153	141	145	156	163	162	146
October . . .	145	140	148	139	142	155	164	137	126
November . .	144	145	156	137	145	160	164	147	146
December . .	141	152	173	134	143	167	162	176	191
1968 January . . .	142	152	142	135	153	143	163	147	140
February. . .	143	159	156	136	157	153	163	162	166
March . . .	142	175	176	134	159	173	168	221	185
April* . . .	142	143	146	134	143	143	166	143	154
May* . . .	142	157	159	133	151	159	168	174	161

*Provisional.
(1) See footnotes (1) and (2) to Table 3.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

ENGINEERING INDUSTRIES IN MAY, *continued*

Table 3. Engineering industries (Order VI and part Order VIII) (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1966 1st quarter . .	164	145	148	162	144	147	170	149	150
2nd quarter . .	161	140	149	160	142	147	164	136	152
3rd quarter . .	158	144	152	158	143	150	161	148	157
4th quarter . .	154	141	153	154	139	149	154	147	164
1967 1st quarter . .	149	138	151	148	134	149	151	149	156
2nd quarter . .	148	147	151	144	141	151	158	167	150
3rd quarter . .	146	146	151	140	143	153	162	156	146
4th quarter . .	143	146	153	137	146	155	162	146	146
1968 1st quarter . .	142	151	152	134	144	151	168	170	156
1967 May . . .	148	147	152	146	141	153	156	167	153
June . . .	148	148	149	144	141	150	158	168	146
July . . .	147	145	152	143	140	154	158	158	147
August . . .	146	146	149	141	143	151	161	156	144
September . .	146	143	151	140	141	153	162	147	147
October . . .	145	143	145	139	144	152	162	140	123
November . .	144	146	150	138	146	154	162	146	139
December . .	143	150	162	137	149	158	162	152	177
1968 January . . .	143	151	146	137	149	148	162	158	142
February. . .	143	151	153	136	144	152	162	170	156
March . . .	142	153	157	134	145	153	168	174	168
April* . . .	142	152	156	134	143	154	167	177	162
May* . . .	141	..	154	132	..	152	168	..	159
Average:									
Latest 3 months . .	141	152	156	132	143	153	168	177	163
Previous 3 months .	143	151	154	136	149	152	162	158	158
Percentage change (4) .	—1	Nil	+1	—3	—4	Nil	+4	+12	+3

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*Provisional.

(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors. (Part S.I.C. Order VIII.)

(2) At constant (average 1958) prices.

(3) The figures shown against the months are three month centred moving averages.

4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the coreesponding level three months earlier.

The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended June 30, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

High Court	247
County Courts	738
Total	985

Deeds of Arrangement

Total number registered	39

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated July 19, 1968.

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The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

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Exhibitions and Fairs

British display at Sydney Mechanical and Materials Handling Exhibition

A report from the British High Commission, Sydney

THE Mechanical and Materials Handling Exhibition was held at the Royal Agricultural Showgrounds, Sydney, from July 8 to 12. This was the first show of its kind ever held in Sydney and it attracted 37 exhibitors from Australia, Britain, Japan and New Zealand. The Exhibition was sponsored by the Sydney Chamber of Commerce and the NSW Chamber of Manufactures and was organized by Industrial and Trade Fairs Pty. Ltd., Sydney, a subsidiary of the British company.

Five British firms participated in a joint venture with the Board of Trade and occupied an area of 3,000 sq. ft. This small British display was sponsored by the London Chamber of Commerce. Additionally, two British firms, Lansing Bagnall and Coventry Climax, exhibited their fork-lift trucks on the stands of Australian agents who participated in an Electric Industrial Truck Exposition presented by the Australian Lead Development Association as part of an international lead battery promotion year. This exposition, covering 40,000 sq. ft., featured more than 50 electric trucks manufactured by 18 companies and was incorporated in the main exhibition.

The Exhibition coincided with a prolonged Sydney strike by oil tanker drivers and this may have been one of the reasons for disappointing attendance figures. Fortunately, many important trade interests were represented at a Productivity and Materials Handling Conference which ran concurrently with the exhibition. When the exhibition closed, several joint venture participants expressed satisfaction with the results. Thorpe Bros. (Bessborough Works) Ltd., Molesey, Surrey, received almost 60 serious inquiries for their steel pallets, stillages, containers, racking and pressings. Included in the many visitors to the stand were businessmen from new Guinea and New Zealand. Two of the inquiries could result in business valued at $175,000. Greenwood & Batley Ltd., Leeds, received several inquiries which could bring business totalling $¼ million for their fixed and elevating platform trucks, fork-lift trucks, tractors, mine locomotives, hydraulic presses, steam turbines and cold forging machinery. Two of these inquiries were really worthwhile. Fenner International Ltd., showing speed reducers, worm gear reducers, bushes, hubs, adaptors, pulleys, chaindrives, couplings and conveying equipment, received a number of inquiries which were passed on to their Australian distributors.

A special press preview was held on the opening day of the exhibition. This was supported mainly by representatives of the trade and technical publications, although the national dailies *The Australian* and the *Australian Financial Review* carried supplements. Both carried features on British participation and advertising.

Miss Anne Croad of the London Chamber of Commerce travelled out to Australia especially to manage the British joint venture. Several British businessmen were available on the stands for consultation by trade buyers and they planned to take the opportunity also of visiting main business centres in Australia. Mr. J. S. Rooke, Minister (Commercial) and Acting British High Commissioner, Canberra, paid a visit to the exhibition and talked with all the British standholders.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Gauge and Toolmakers' Association at 1969 Microtecnic

IN CO-OPERATION with the Board of Trade and the Central Office of Information, the Gauge and Tool Makers' Association of Great Britain is organizing a British display of precision tools and gauges at the second Microtecnic international trade fair, to be held in Zurich, Switzerland, from January 30 to February 4, 1969, inclusive.

The following members of the Gauge and Tool Makers' Association will each have a separate stand within the British display: T. Bowers & Co. (Toolmakers) Ltd.; Broomfield Carbide Gauges Ltd.; A. Capp & Son Ltd.; Coventry Gauge & Tool Co. Ltd.; Horstmann Gear Co. Ltd.; Moore & Wright (Sheffield) Ltd.; Rubert & Co. Ltd.; Watson, Manasty & Co. Ltd.; Windley Bros. Ltd.; and Yorkshire Precision Gauges Ltd. The Association itself will have a general information stand.

The organizers of the fair report that the first Microtecnic in March 1967, attracted 12,300 specialist visitors.

Hotel accommodation for British Week Tokyo

BRITISH BUSINESSMEN who plan to be in Tokyo for British Week Tokyo (September 26 to October 5, 1969) are urged to book their hotel accommodation now.

British Week is in the middle of the peak tourist and convention period and already much of the available hotel accommodation has been reserved by other interests. There are only about 8,000 Western-type hotel rooms in Tokyo; roughly 2,700 singles, 4,000 doubles and 270 suites, and these are always heavily booked. International conferences and conventions alone during the British Week period are expected to attract over 6,000 delegates and at least one hotel is known to be already fully booked for the British Week period.

Businessmen are also advised that difficulty may be experienced in booking hotel rooms and display space between now and next summer and are strongly advised to plan their pre-Week visits and make their bookings as early as possible.

Hotel accommodation can be booked through travel agents or through the Japan Travel Bureau, No. 1, 1-chome, Marunouchi, Chiyoda-ku, Tokyo.

'Encouraging interest' at Lausanne exhibition

A report from the British Consulate-General, Geneva

THE LAUSANNE International Congress and Exhibition of Photogrammetry, which was organized by the Institute of Photogrammetry, Lausanne, took place from July 9-18. A United Kingdom joint venture stand designed by the Central Office of Information was a prominent feature at the Exhibition and displayed the products of seven British members of the Scientific Instrument Manufacturers' Association (SIMA). The companies were: BKS Surveys Ltd; D-Mac Ltd; Fairey Surveys Ltd; Hilger & Watts Ltd; Tellurometer (UK) Ltd; Williamson Manufacturing Co. Ltd; and Survey & General Instrument Co. Ltd.

Exhibiting on separate stands were Kemps Aerial Surevys Ltd. and Hunting Surveys Ltd.

The variety of products displayed on the joint venture stand enabled an interesting and integrated design to be drawn up which progressed through Ground Control, Aerial Photography and Map Making to Interpretation.

The Exhibition, which was not intended to attract the general public, was very well attended by the university and teaching professions as well as by technicians and engineers, and the British exhibitors reported encouraging interest in their exhibits.

Norman Hartnell to visit 'Fashion from Britain', Beirut

MR. NORMAN HARTNELL, the world-famous dress designer, is to visit Beirut to take part in the 'Fashion from Britain' promotion which is being presented in the Lebanese capital, one of the Middle East's principal trading centres, by the Clothing Export Council, BNEC Committee for Middle East Trade, and the Middle East Association with the assistance of the Board of Trade under the Board's joint venture scheme, from September 9-14. The Norman Hartnell collection will include garments from his Couture Salon and Ready-to-Wear Department in Mayfair, London, as well as a range of men's wear, and Mr. Hartnell's presence should do much to enhance the fashion aspect of this event, which is planned as part of Britain's export drive to the Middle East.

When London (Ontario) went British

A report from the British Government Office in Ontario

Left: Sir Ralph Perring, chairman BNEC Canada Committee, representing the Lord Mayor of London, reads an illuminated address at the opening ceremony of the London, Ontario, Fortnight Festival. A major promotion of British consumer goods was arranged to coincide with the festival. Right: British shoes dominate a window display in a downtown shoe store.

THIS YEAR more than 100 stores in London, Ontario, combined under the local Chamber of Commerce to organize a major promotion of British consumer goods to coincide with their annual Fortnight Festival.

Generally acclaimed to be the most successful ever held, the 1968 Fortnight Festival was launched on Saturday, June 29, to the music and marching of the Irish Guards Band under the direction of Col. C. H. Jaeger. Sir Ralph Perring read an illuminated address from the Lord Mayor of London (England) to the Mayor and citizens of the sister city of London (Ontario). In addition to the messages and greetings from the various dignitaries on the platform, including the British Deputy High Commissioner, the launching ceremony was 'topped off' by a fly-past of light aircraft, the release of scores of homing pigeons and, as a permanent memento of the occasion, the presentation by the City of London to London (Ontario) of a 616 lbs. residual slab of granite from 'London Bridge'.

The slogan 'London Goes British' adopted by the organizers aptly described the outward appearance of this city of some 200,000 population. Double-decker buses, Beefeaters, London 'bobbies', a British pub selling British beer, an English-style tea-room, a British postage stamp display, models of historical and traditional figures to be seen in Britain on ceremonial and festival occasions, all contributed to the effect created by the displays of British goods in the stores and the colourful decorations set up in the store windows and streets of this attractive town.

All this activity by the local authorities and organizers was supported by the Board of Trade, the British High Commission in Canada through the British Government Office in Toronto, the British Canadian Trade Association and the British National Export Council, which was energetically represented prior to and during the Festival by the chairman of its Canada Committee, Sir Ralph Perring who, in the capacity of Alderman and ex-Lord Mayor of London, also represented the present holder of the office, Sir Gilbert Inglefield.

At the invitation of the City of London (Ontario), the Duke and Duchess of Bedford paid a special three-day visit to take part in the festivities. Both aroused great interest with the public and with the publicity media, and in his messages and greetings the Duke frequently referred to the quality of goods and services, including tourism, which Britain has to offer to Canada and Canadians.

In the stores there was ample evidence of this quality – toys, clothing, jewellery, cosmetics, cars, bicycles, motor cycles, china and giftware, woollens and linens, stationery and ments, foodstuffs and confectionery, footwear, giftware, woollens and linens, stationery and books – in fact 'All The Best' that Britain traditionally supplies to Canada in the way of consumer goods to satisfy every taste.

A trade marks competition organized by the British Canadian Trade Association and the London Free Press newspaper attracted a better-than-expected number of entries, the winner of which received a return flight for two to Britain donated by Air Canada. BOAC gave a similar prize for a downtown shopper's draw. In addition BNEC and British manufacturers donated prizes for other contests and competitions, such as a marathon Toronto-London (approximately 120 miles) bicycle race, soccer matches, harness racing, a rowing regatta, and a shop window dressing competition.

To round off the British influence in London during the Fortnight Festival, a cinema showing a number of films about Britain and things British played to large and attentive audiences for nine hours of each of the 15 days. As the Mayor of London remarked, Britain's contribution and support will not quickly be forgotten.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Saskatchewan's 'vital interest' in British Shopping Week, Regina

THE RESPONSE to the British Shopping Week which will be held in Regina from September 5 to 14 underlines the desire felt by businessmen throughout Saskatchewan to increase trade with Britain.

The Shopping Week is being organized by the Board of Trade in conjunction with the BNEC Canada Committee and the British Government Office, whose initiative has been warmly welcomed by the Government of Saskatchewan and by the Regina Chamber of Commerce, whose members are taking an active part in the British promotion. Intended primarily as a promotion of British consumer goods, the Shopping Week has assumed a broader basis because of the widespread interest in British capital goods.

'Vital interest' in trade with Britain

Mr. G. L. Colborne, Deputy Minister of Industry in the Saskatchewan Government and chairman of the Regina British Shopping Week Committee, stressed the province's 'vital interest' in strengthening and increasing trade with Britain when he outlined plans for the British promotion at a recent meeting of the British Canadian Trade Association in Toronto. The next 10 years he said, would be critical ones for the development of the province, and of the one million people who lived within its 251,000 square miles. The British Shopping Week would not only promote 'buy British' in Saskatchewan, but would also give British manufacturers an opportunity to take a first-hand look at the investment possibilities that the province presented.

Showing British goods to Canada

The need for two-way trade was again Mr. Colborne's theme on a later occasion in Regina. 'Letting prospective customers have a look at what you have to offer is of course an essential part of a sales pitch,' he said, 'and Britain's manufacturers have done this with great showmanship on several occasions. In May 1967 they took part in the National Industrial Production Show in Toronto and the British Columbia International Trade Fair in Vancouver. This was followed by a "really big show" at Toronto last October, when the stores and shopping centres were flooded with British goods. In Montreal, the British pavilion was open to visitors all summer at Expo.

'This year the British are coming to the prairies and to Regina in particular. This city was chosen because of its geographical location. I am sure another reason was the active interest Saskatchewan has shown in promoting trade with Britain.

'We are vitally concerned with the export of wheat to Britain. Canada's exports of wheat to Britain have actually been falling off. In 1965 the value of shipments of wheat amounted to £65 million, and in 1967 this figure had dropped to £51 million. We would like to see this trend reversed, and one way we can help is to help make it possible for Britain to acquire the dollars to buy our wheat.

'We can buy British'

'We can buy British goods. I would like to stress here that this is not a matter of doing them a favour. Saskatchewan is growing industrially. We need machine tools and equipment to equip an expanding sector, and Britain is one of the best places in the world to obtain such goods. She has always been a leader when it comes to technology, and can take credit for many innovations which have been taken up by the rest of the world.'

Mr. Colborne said that the Industry Department was assisting representatives of the British Government in every way possible with the promotion in Regina, and was adding a few activities of its own. The Department was organizing a seminar to take place on September 9, 10 and 11 which would deal with the potential for two-way trade between Saskatchewan and Britain. Exporters in various fields had been invited to address the delegates, who were expected to number about 200. In association with the Board of Trade, the Department was also organizing an exposition of British-made goods – including capital goods – to supplement the displays in the stores, which would be open only to delegates and potential customers. There would also be a section showing small tools and automobiles which would be open to the public. The Canadian Association of Purchasing Agents had agreed to hold a joint western meeting in conjunction with the Shopping Week, and it was expected that 150 buyers of the association would visit Regina. There had already been most encouraging reaction from retailers and from the press.

Commenting on the provincial government's participation in the British promotion, Mr. W. Ross Thatcher, Premier of Saskatchewan, said that it was vital to them that Britain should increase her exports to Canada, rather than cut back on shipments of wheat from Saskatchewan. 'The sale of Saskatchewan wheat to Britain is a foundation stone in the structure of this province's economy,' he said, 'and in promoting the import and sale of British goods we are only looking after our own interests.'

Supporting the Shopping Week

Preparations for the Shopping Week are already well advanced. Retail outlets will have special displays of British goods, backed with material provided by the Board of Trade, and a full programme of supporting events has been arranged by the Board of Trade and the British Government Office. There will be a display of British cars, the premiere of a British film, performances of the music of British composers by the Regina Symphony Orchestra, a military parade, soccer tournament, Highland Games, a 'V' bomber fly-past, the band of the Green Howards, two policemen and a pipe-major of the Scots Guards; the culmination will be a firework display.

Mr. Edmund Dell, Minister of State, Board of Trade, will visit Regina during the Shopping Week.

THORPE BROS LTD
WEST MOLESEY LONDON
ENGLAND

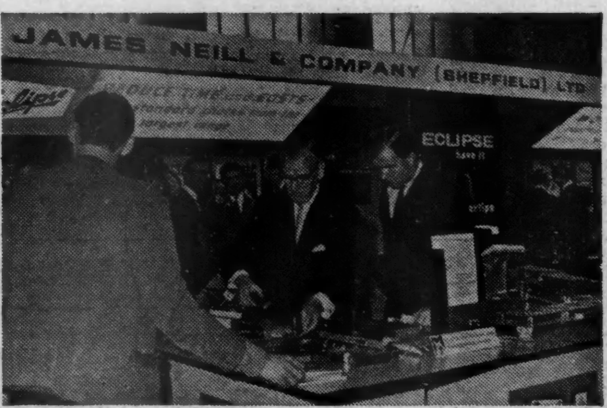
Thorpe Bros. (Bessborough Works) Ltd. were one of the successful exhibitors at the Mechanical and Materials Handling Exhibition, Sydney; their stand was visited by most of the Australian users of this equipment and they received several substantial inquiries. Picture shows Mr. F. A. Thorpe, chairman of the company (second from right), talking to Mr. J. S. Rooke, Acting British High Commissioner to Australia (second from left). Extreme left is Mr. C. A. Holmes, First Secretary (Commercial) of the British High Commission, and extreme right Mr. Gordon Cridland of Crids Steel Fabrication, Melbourne, the Australian agents. Report on page 254.

One of the most interesting displays which will be seen during British Week, Stockholm (September 27 to October 5) will be an exhibition of paintings and drawings by Conrad Romyn to be held at Farg och Form, Malmstorgatan 10, Stockholm. The exhibition will run from September 28 to October 25. Mr. Romyn, a life member of the Association Artistique 'Les Surindepandant' Paris, is already well known to the Swedes and examples of his work can be seen in such organizations as Swedish Shell and the Swedish Iron Ore Offices in Stockholm, and Swedish Plastic Industry in Linskoping. He also has works in numerous private collections in the United Kingdom, France, Sweden, Holland, Canada and the United States. Mr. Romyn already has close connections with Stockholm through his Swedish wife, Ann, an artist and stage designer whose work is well known there. She designed the theatre decor for the Royal Stockholm Opera House production of Madame Butterfly and has twice been commissioned by the Wallenius Line, Sweden, for the decor on two of their new ships. Her work can also be seen in the Royal collection in Stockholm.

As part of a concentrated sales drive in the Eastern bloc countries, the Brewery Division of GKN Sankey Limited, of Wellington, Shropshire, agreed to sponsor an expedition by four young Czechoslovakian journalists who wanted to take a keg of British beer to the International Gastronomic Exhibition in Pilsen, Czechoslovakia. The expedition arose because the Czechoslovakian Journalists' Club for Science and Technology were so impressed with the Sankey system of automatic sterile beer keg filling that they decided to present a sample of English beer filled in this way to Mrs. Ljuba Hermanova, a famous Czech singer, on the closing day of the exhibition. The Kegmatic system automatically washes, sterilizes and fills kegs in such a way that the beer will remain in perfect condition for months. It is widely used by breweries both in England and in Western Europe. The four journalists, accompanied by Mr. Roderick Johnson, of Sankey's export department, travelled across Europe by Land Rover, arriving in Pilsen on July 14. Picture shows the party, with Mr. Johnson (second from left), in London on the eve of their departure.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*


JAMES NEILL & COMPANY (SHEFFIELD) LTD
ECLIPSE

Left: A record number of overseas visitors called at the stand of James Neill & Co. (Sheffield) Ltd. during the International Machine Tool Exhibition at Olympia to see what is claimed to be the world's most comprehensive standard range of magnetic chucks. They came from Europe, South America, East European countries and a particularly large number from the United States. During the exhibition the company also received over 200 requests for their technical consultants to visit factories in the United Kingdom to demonstrate how 'Eclipse' magnetic chucks can help overcome production problems and cut costs. Picture shows Mr. A. Cooper, product training manager of James Neill, demonstrating a typical work holding application. Right: The Soviet Exhibition, launched with the two-fold aim of furthering trade and economic relations between the USSR and Britain and illustrating the Soviet way of life, will be held at Earls Court from August 6-24. At a conference held at the Soviet Embassy on July 2 were, from left to right: Mr. D. O. Schrebtienco, deputy head of the trade delegation of the USSR to the United Kingdom; Lord Ebbisham, president of the Association of British Chambers of Commerce; HE The Ambassador of the USSR Mr. M. N. Smirnovsky; Mr. I. C. Trafford, joint managing director, Industrial and Trade Fairs Ltd.; Mr. K. I. Smolianov, director-general of The Soviet Exhibition; Mr. B. V. Vorontsov, chief architect of the exhibition, and Mr. S. C. Seward, Chairman of the executive council of the Russo-British Chamber of Commerce.

Mr. Marvin Traub, executive vice-president of Bloomingdale Bros Inc., a New York store, recently visited The Design Centre, London, where he saw displays of modern British consumer products. The picture shows Mr. Traub looking at oven to tableware at The Design Centre.

Summer Exhibitions at The Design Centre

VISITORS TO LONDON during the summer can see two displays of modern British products arranged at The Design Centre in the Haymarket. From July 14 to September 14 there is a display of giftware and souvenirs entitled 'Shopping in Britain,' and a display of modern jewellery.

Over 100 products are exhibited in the 'Shopping in Britain' display, which shows holiday-makers and business visitors from both home and overseas a wide variety of well-designed and moderately priced items suitable as presents or momentoes of Britain. This is the seventh successive year in which The Design Centre has mounted a special giftware exhibition for summer visitors – last year over 215,250 people saw the 'Shopping in Britain' display.

The jewellery display features some 200 examples of modern jewellery made of plastics, wood, ceramics and leather as well as precious metals and various semi-precious stones.

CoID food and drink packaging display

A DISPLAY of well-designed packaging for food and drink will be held at The Design Centre, London from January 27 to March 8, 1969. This will be the second display of the series on package design organized by the Council of Industrial Design with the co-operation of The Institute of Packaging. The first display was held at The Design Centre in June/July 1968 and showed examples of well-designed packs for exported products of all kinds.

The CoID invites submissions for this display from British manufacturers of either the packaging or the contents or from the advertising agency concerned. Examples of packaging in current use at the point of sale for any type of food or drink are eligible.

Entry forms and full instructions for the submission of products may be obtained from Miss Jo McLeod, Council of Industrial Design, 28 Haymarket, London, S.W.1. The closing date for submission of items is October 15, 1968.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in June 14 issue of the Journal.

New exhibition building for Utrecht fairs

THE ROYAL NETHERLANDS Industries Fairs, Utrecht, have announced that their new exhibition building will be completed on schedule and will be in use in time for the 1970 Spring and Autumn Fairs.

This seven-storey building, with a total net floor display area of 430,000 sq. ft. and with up-to-date exhibition facilities is situated near the railway station, close to a modern 500 bed hotel and gives direct access to the European motorways leading to Brussels, Rotterdam, The Hague, Amsterdam (and Schiphol Airport) and the Ruhr.

The United Kingdom agents, Exhibition Consultants Ltd., say that the new building presents an opportunity for British consumer goods manufacturers to exhibit in the Spring and Autumn fairs, events which are well known throughout Europe as shop windows for the best in high-quality consumer goods. Formerly, competition for space in the fairs has been so intense that individual British exporters have found it difficult to participate.

An additional feature is that under certain circumstances exhibitors will be able to use the new building outside the fair period. Participants can, therefore. establish a semi-permanent European showroom, thus maximizing the value of their exhibition stand.

Further information from Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Food machinery manufacturers show equipment at Prague

GREAT BRITAIN had the largest representation of any single country at the International Food Machinery Exhibition, ALIMA 68, held in the Brussels Pavilion, Prague from July 5 to 14. Sixteen British companies on 10 stands showed equipment ranging from food-wrapping and fruit-packing to bottle-labelling and sealing machines in a joint venture organized by the London Chamber of Commerce in conjunction with the Board of Trade.

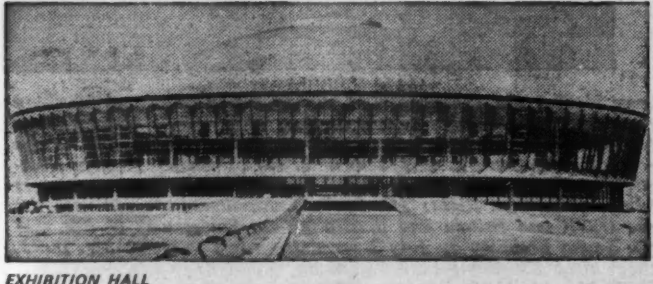
The exhibition, which was attended by over 7,000 visitors, covered the full range of specialized equipment for food treatment, processing and packaging. Fifty companies took part, representing 12 European countries including Britain, Austria, Czechoslovakia, France, Germany, Holland, Italy, Belgium, Denmark and Sweden.

Orders worth over $2,000,000 were placed by the Czechoslovak Ministry of Agriculture, and the British section received a good share of this total. Simon-Vicars received an order for their large wafer-creaming machine and two years' supply of parts – worth about £10,600 in all. Metal Closures sold four of their sealing machines worth a total of £1,500. Other exhibitors received inquiries from which they expect firm orders to result. Autopack, Autowrappers and Ayers & Grimshaw, exhibiting under the aegis of Wogau Ltd., expect sales worth nearly £30,000. John Dale received inquiries amounting to about £150,000, for which they are confident of securing a high proportion of contracts.

The British stands were manned mainly at director and managerial level, and it was generally agreed among British exhibitors that such a small specialized exhibition was of particular value in Eastern European countries.

The food industry is high on the priority list in Czechoslovakia at present, and there is undoubtedly a good market for British machinery and equipment. However, competition from Germany, Austria and Sweden is very keen and British companies will have to work hard to secure success. The ALIMA 70 exhibition in Prague will be on a very much bigger scale and will provide an opportunity for following up contacts made at this year's exhibition.

BRITISH INDUSTRIAL EXHIBITION - Bucharest ROMANIA



EXHIBITION HALL

17th to 27th October

Exhibitors and visitors are cordially invited to take advantage of the special travel arrangements made by the Romanian National Tourist Office through their accredited agents during the period of the exhibition.

Full details of air travel from London, including extensions to other European cities, and surface arrangements will be sent on request, together with all other relevant information.

For full details of inclusive travel arrangements write, phone or call:

ROMANIAN NATIONAL TOURIST OFFICE. Tel: 930-8812
98-99 Jermyn Street, London, S.W.1.

Pottery made by the monks of Prinknash Abbey in Gloucestershire will be on sale at Macy's stores in the United States during their promotion of British goods this autumn. This major British promotion will feature a comprehensive range of consumer goods in 14 stores in the New York area. The pottery, unique for its black metallic glaze, is already exported to many parts of the world, some £2,000 worth having been sold in New York alone last year. Father Fabian Binyon of Prinknash will visit the Macy's stores in New York, Newhaven (Conn.) and Albany for three weeks in September to promote the sale. Picture shows two monks at work in the potteries at Prinknash.

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For further details apply
KOREA TRADE PROMOTION CORPORATION
Triumph House, 189 Regent Street, London, W.1.
Tel.: 01-734 6909

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ADDRESSES OF ECGD LOCAL OFFICES

BEDFORD
Heron House, 49-51 Goldington Road, Bedford
Tel. 58798/9. (Code: 0234 58798/9) Telex 82350.

BELFAST
Third Floor, Donegall Square West, Office 30/32, Belfast. BT1 6JE.
Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

BIRMINGHAM
Chamber of Commerce House, Harborne Road, Birmingham 15.
Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

BRADFORD
Britannia House, Bridge Street, Bradford.
Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

BRISTOL
Washington House, Great George Street, Bristol 1.
Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

CARDIFF
St. David's House, Wood Street, Cardiff.
Tel. Cardiff 26657. (Code 0222 26657) Telex 49284.

CRAWLEY
Barden House, 36 Spencers Road, West Green, Crawley Sussex.
Tel. Crawley 23444. (Code 0293 23444) Telex 87374.

EDINBURGH
108 George Street, Edinburgh 2.
Tel. Caledonian 3004. (Code 031-225 3004) Telex 72170.

GLASGOW
7 West George Street, Glasgow, C.2.
Tel. Central 3056. (Code 041-CEN 3056) Telex 77130.

LEEDS
Headrow House, 42 The Headrow, Leeds 1.
Tel. Leeds 30082. (Code 0532 30082) Telex 55232.

LIVERPOOL
Number One Old Hall Street, Liverpool 3.
Tel. Central 5756. (Code 051-236 5756) Telex 62537.

LONDON (City)
Marlon House, 71-74 Mark Lane, London, E.C.3.
Tel. 488 3491. (Code 01-488 3491) Telex 23164.

LONDON (South)
42-46 Weston Street, London, S.E.1.
Tel. 407 5011. (Code 01-407 5011) Telex 24812.

LONDON (North)
Empire House, St. Martin's le Grand, London, E.C.1.
Tel. 606 4581. (Code 01-606 4581) Telex 263615.

LONDON (West End)
Waverley House, 7-12 Noel Street, London, W.1.
Tel. 930 9061. (Code 01-437 2292) Telex 24105.

MANCHESTER
Cheshire House, 18-20 Booth Street, Manchester 2.
Tel. Central 8861. (Code 061-Cen 8861) Telex 66756.

NEWCASTLE
2 Osborne Road, Newcastle-upon-Tyne 2.
Tel. Newcastle 814214/5. (Code 0632 814214) Telex 53305.

NOTTINGHAM
Equitable House, Old Market Square, Nottingham.
Tel. Nottingham 46585. (Code 0602 46585) Telex 37566.

READING
18 The Forbury, Reading.
Tel. Reading 40577/8. (Code 0734 40577) Telex 84422.

SHEFFIELD
8-12 Furnival Gate, Sheffield 1.
Tel. Sheffield 29151. (Code 0742 29151) Telex 54244.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Turkey

THE AGREEMENT between HM Government and the Government of Turkey of December 9, 1960 (Cmnd. 1256), which provides for the use of TL.91 million held by HM Government in Ankara (see *Board of Trade Journal*, December 23, 1960, August 10, 1962, August 7, 1964, July 9, 1965 and July 14, 1967), is being further extended to June 1, 1969, in respect of the remaining balance of TL.2,950,000.

The current extension of the Agreement provides that in the period ending June 1, 1969, the remaining balance of TL.2,950,000 will be made available for purchases made by traders resident in the United Kingdom of the following Turkish products; fresh fruit (including citrus fruit with the exception of lemons), vegetables and wines.

HM Government accordingly offer for sale, for use before May 31, 1969, the amount of TL.2,950,000.

Importers wishing to purchase these liras under the above arrangements should, through their bankers, approach the Bank of England. The Bank will be prepared to receive bids in writing from Banks on behalf of their customers up to August 9, 1968.

Double taxation — France

THE BOARD of Inland Revenue announce that the Double Taxation Convention with France, which was signed on May 22, 1968, was published on July 16, as a Schedule to a draft Order in Council.

Aid to developing countries

Mauritius

THE BRITISH GOVERNMENT has agreed to provide a loan of £640,000 to Mauritius; this loan will be used to pay for the continuation of projects started before Mauritius' independence in March.

New service for British exporters to Sweden

THE BRITISH-SWEDISH Chamber of Commerce in Sweden have appointed the export marketing department of the High Wycombe College of Technology and Art to act as their representatives in Britain. This means that British exporters will be able to get information on trading conditions and opportunities at home before contacting the Chamber in Sweden.

Mr. Charles W. Briggs, vice-president – technology, and Mr. J. F. B. Jackson, managing director of A.P.V-Paramount Limited, stainless and specal alloy steelfounders of Crawley, Sussex, are seen (from left to right) during a recent visit from the European Study Mission of the Steel Founders' Society of America, led by Mr. Briggs. Also witnessing foundry operations are Mr. J. McBroom of Stainless Foundry and Engineering, Inc. of Milwaukee, Mr. R. Wray, Jr. of Abex Corp. Amsco Division of Illinois and (on extreme right) Mr. J. Blackburn, technical director of A.P.V-Paramount Limited.

British Embassy in Moscow — new telephone number

THE SOVIET authorities have informed the British Embassy, Moscow, that as from July 27, 1968, all Moscow six-figure telephone numbers will have the prefix 2. This means, for example, that the new telephone number of the Commercial Department at the British Embassy will be 241 1033.

All inquiries arising as a result of this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2269 or 2617).

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS
are on sale at
Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ABU DHABI

Department of Development and Public Works:

(142/68) **Installation of Street Lighting.** August 19. E.S.B. 28036/68.

(142/68) **Switchgear and Equipment.** September 22. E.S.B. 28037/68.

ANGOLA

(141/68) **Extension of Power Supply Network** for Municipality of Cabinda. August 23. E.S.B. 28021/68.

ARGENTINA

Agua y Energia Electrica:

(142/68) **Switches.** August 28. E.S.B. 28084/68.*

(142/68) **Instrument Transformers.** August 29. E.S.B. 28085/68.*

(139/68) **Construction of Road, Bridges etc.** for Direccion Nacional de Vialidad. December 27. E.S.B. 27531/68.

(143/68) **Water Demineralization Plant** for Servicios Electricos del Gran Buenos Aires (SEGBA). August 13. E.S.B. 28442/68.*

(138/68) **Exploitation of Oil/Gas Fields** for Yacimientos Petroliferos Fiscales. January 20, 1969. E.S.B. 27376/68.

AUSTRALIA

(143/68) **Cable and Accessories** for Capricornia Regional Electricity Board. August 15. E.S.B. 28422/68.*

(143/68) **Voltage Regulators** for Electricity Commission of New South Wales. August 26. E.S.B. 28439/68.*

(139/68) **Coal Handling Plant** for Northern Electricity Authority of Queensland. August 28. E.S.B. 27505/68.*

(142/68) **Television Translator Equipment** for Postmaster General's Department. August 20. E.S.B. 28043/68.

(143/68) **Microwave Radio Link Equipment** for Southern Electricity Authority of Queensland. September 12. E.S.B. 28423/68.*

AUSTRIA

(139/68) **Architectural Design Competition** for Ministry of Building and Technology. (Further Information.) Tender documents now available. E.S.B. 6993/67.*

BELGIUM

(140/68) **Dehumidifier** for Ministere de la Defense Nationale. September 2. E.S.B. 27582/68.*

BRUNEI

Tender Board, Brunei Town:

(142/68) **Pipes and Specials.** (Further Information.) Tender documents now available. E.S.B. 27307/68.*

(142/68) **Valves and Fittings.** (Further Information.) Tender documents now available. E.S.B. 27308/68.*

(142/68) **Water Supply Plant and Equipment.** (Further Information.) Tender documents now available. E.S.B. 27309/68.*

BURMA

Ministry of Defence:

(138/68) **Cable Boxes and Tees.** August 15. E.S.B. 27362/68.*

(141/68) **Water Meters; Hose.** August 16. E.S.B. 27593/68.*

(141/68) **Oils and Greases** for People's Oil Industry. August 15. E.S.B. 27594/68.*

(138/68) **Under Water Telephone Equipment** for People's Pearl and Fishery Board. August 16. E.S.B. 27359/68.*

State Timber Board:

(138/68) **Vices; Wrenches.** August 27. E.S.B. 27353/68.*

(138/68) **Spanners.** August 27. E.S.B. 27354/68.*

(138/68) **Dies.** August 27. E.S.B. 27354/68.*

(138/68) **Augers and Bits.** August 27. E.S.B. 27356/68.*

CAMEROON

(143/68) **Equipment for Coffee Factory** for Direction de L'aide et Developpement. Closing date not stated. E.S.B. 28402/68.

CANADA

(142/68) **Hydraulic Turbine** for British Columbia Hydro Power Authority. September 10. E.S.B. 28041/68.*

CEYLON

(142/68) **Maintenance and Repair Vans** for Ceylon Petroleum Corporation. August 14. E.S.B. 28089/68.*

(142/68) **Telescope Levelling Staves** for Department of Agrarian Services. August 9. E.S.B. 28088/68.

CHILE

(139/68) **Telecommunications Equipment** for Instituto Chileno Antartico. August 12. E.S.B. 27520/68.*

COLOMBIA

(142/68) **Electric Cable** for Central Hidroelectrica de Caldas. September 20. E.S.B. 28033/68.

(143/68) **Garbage Treating Plant** for Empresas Varias Municipales de Medellen. (Further Information.) Closing date postponed to September 2. E.S.B. 24716/68.

(141/68) **Pump Units and Overhead Travelling Crane** for Instituto Colombiano de la Reforma Agraria 'INCORA'. September 2. E.S.B. 28031/68.

COSTA RICA

(142/68) **Machinery and Equipment for Re-Construction of Hydroelectric Stations** for Instituto Costarricense de Electricidad. September 2. E.S.B. 28016/68.*

(141/68) **Fire Fighting Equipment** for Instituto Nacional de Seguros. August 9. E.S.B. 28017/68.*

ETHIOPIA

(141/68) **Transformers** for Ethiopian Electric Light and Power Authority. September 2. E.S.B. 28018/68.*

GERMANY, FEDERAL REPUBLIC OF

(143/68) **NATO Construction of a Fuel Storage Site** for Bundesamt fur Gewerbliche Wertschaft. October 15. E.S.B. XP863/68.

GHANA

(138/68) **Transformer** for Volta River Authority. August 8. E.S.B. 27364/68.

GREECE

(143/68) **NATO Improvement of Ohmic Resistance** for Directorate of Public Works. September 14. E.S.B. XP858/68.

(141/68) **Volumenometers; Drum Reforming Machines** for Ministry of Commerce. August 9. E.S.B. 27592/68.

(140/68) **Lightning Arresters** for Public Power Corporation. August 23. E.S.B. 27577/68.

Seen being inspected after installation at the new Munmorah State Mine, New South Wales, Australia, is this length of BTR Industries' conveyor belting, which has been supplied as part of a £59,000 order. Seven miles of conveyor belting from BTR Industries Limited will operate the entire conveying system from coal face to power station at the new mine.

GUATEMALA

(142/68) **Pipes and Accessories** for La Secretaria de la Municipalidad de la Cicidad. (Further Information.) E.S.B. 26968/68.*

INDIA

Bharat Heavy Electricals Ltd.:

(139/68) **Safety Valves.** August 19. E.S.B. 27501/68.

(143/68) **Steel Plates.** August 8. E.S.B. 27502/68.*

(138/68) **Hob and Grinding Machine** for Director-General of Supplies and Disposals. August 23. E.S.B. 27347/68.*

(139/68) **Construction of Earthen Portion of Dam** for Government of Maharashtra Irrigation and Power Department. August 23. E.S.B. 27854/68.

(139/68) **Construction of Bridge** for Gujarat Public Works Department. October 17. E.S.B. 27516/68.

(141/68) **EOT Crane** for UP State Electricity Board. (Further Information.) E.S.B. 26177/68.*

IRAN

Iranian State Railways:

(139/68) **Strap Iron.** September 2. E.S.B. 27528/68.

(139/68) **Strap Iron.** September 7. E.S.B. 27529/68.

IRAQ

(140/68) **Handling and Loading Equipment** for Cane Sugar Administration. October 15. E.S.B. 27561/68.*

(140/68) **Cartons** for Central Foreign Purchasing Board. August 18. E.S.B. 27539/68.

(140/68) **Electrical Equipment** for Director-General of Municipal Services. August 13. E.S.B. 27543/68.

(140/68) **Protective Painting of Sewer** for Directorate General of the Sewage Board. August 24. E.S.B. 27536/68.*

(140/68) **Colour Pigments** for Estate Industries Company. August 15. E.S.B. 27564/68.

(140/68) **Hard Paper Tubes** for General Spinning and Weaving Co. August 10. E.S.B. 27565/68.

Government Oil Refineries Administration:

(140/68) **Crane.** August 13. E.S.B. 27533/68.*

(143/68) **Caustic Soda.** August 20. E.S.B. 28099/68.

(140/68) **Aeroplanes** for Iraqi Flying Association. August 11. E.S.B. 27568/68.*

Iraqi Ports Administration:

(142/68) **Manilla Ropes.** August 7. E.S.B. 28095/68.

(142/68) **Zinc Ingots.** August 14. E.S.B. 28096/68.

(142/68) **Metalclad Distribution Board.** August 21. E.S.B. 28097/68.

(143/68) **Electrical Instrument.** August 28. E.S.B. 28098/68.

(140/68) **Pumping Equipment, Civil Engineering Works** for Ministry of Agriculture. (Further Information.) Tender documents now available. E.S.B. 26[illegible]30/68.*

(142/68) **X-ray Units** for Ministry of Finance. October 6. E.S.B. 28094/68.

(140/68) **Bedpans and Urinals** for Ministry of Health. August 18. E.S.B. 27542/68.*

Ministry of Municipalities and Works:

(140/68) **Diesel Engine Sets; Construction of Building.** August 13. E.S.B. 27565/68.

(141/68) **Buses and Chassis.** (Further Information.) Tender documents now available. E.S.B. 24144/68.

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

(142/68) Construction of Bridge and Approaches. (Further Information.) Closing date postponed to September 28. E.S.B. 10635/68.

(140/68) Furfural for Ministry of Oil and Minerals. August 17. E.S.B. 27567/68.*

(140/68) Ball Bearings for Mosul Sugar Factory. August 15. E.S.B. 27562/68.

(143/68) Chemicals; Industrial Oils for National Leather Industries Company. August 10. E.S.B. 28100/68.

(142/68) Pipes and Fittings for Oil Products Distribution Administration. August 20. E.S.B. 28090/68.*

(140/68) Bottles and Caps for State Organization for Industry. Closing date not stated. E.S.B. 27574/68.

Telegraphs and Posts Administration:

(140/68) Battery Sets. August 20. E.S.B. 27559/68.

(140/68) Wire. August 13. E.S.B. 27560/68.

IRISH REPUBLIC

(141/68) Pumping and Water Treatment Plant for Kerry County Council. The closing date postponed to August 23. E.S.B. 26403/68.

JORDAN

(142/68) Teleprinter Workshop for Central Tenders Board. August 10. E.S.B. 28054/68.*

Jordanian Electric Power Company Limited:

(142/68) Underground Cable. August 7. E.S.B. 28055/68.*

(142/68) Aluminium Conductor. August 7. E.S.B. 28091/68.*

(142/68) Stay Rods. August 7. E.S.B. 28401/68.*

KENYA

(140/68) Steel Wire for East African Posts and Telecommunications Administration. (Advance Information.) E.S.B. 27589/68.

(139/68) Cranes for East African Railways and Harbours. 'August 14. E.S.B. 27523/68.

LEBANON

(143/68) Contractors Plant for Ministry of Defence. August 7. E.S.B. 28461/68.

MALAYSIA

(139/68) Textiles for Ministry of Health. September 2. E.S.B. 27395/68.*

(140/68) Video Tapes for Ministry of Information. August 15. E.S.B. 27579/68.*

(140/68) Pumping Laboratory and Workshop Equipment for Principal Technical College. September 13. E.S.B. 27580/68.*

(141/68) Power Station Building and Overhead Cranes for State Tender Board. (Further Information.) Closing date postponed to September 9. E.S.B. 26935/68.

MALTA

Treasury:

(142/68) Measuring Instruments; Workshop Equipment. August 8. E.S.B. 28046/68.*

(142/68) Paper. August 8. E.S.B. 28044/68.*

(142/68) Refrigerated Van. August 8. E.S.B. 28045/68.*

MOZAMBIQUE

(142/68) Aircraft Spare Parts for Ports, Railways and Transport Department. August 29. E.S.B. 28056/68.

NEW ZEALAND

(139/68) Erasing Knives for General Post Office. August 19. E.S.B. 27507/68.*

Municipal Electricity Department:

(141/68) Electric Cable. August 20. E.S.B. 28022/68.*

(141/68) Underground Cable. August 20. E.S.B. 28023/68.*

(141/68) Discharge Lamps with Control Gear for New Zealand Railways. August 21. E.S.B. 28025/68.*

PAKISTAN

(139/68) Aluminium Ingots for Director-General, Investment Promotion and Supplies. August 21. E.S.B. 27396/68.

(141/68) Surveying Equipment for Director of Purchase, EP-WAPDA. August 19. E.S.B. 28020/68.*

PARAGUAY

(140/68) Contractor's Plant and Equipment for Ministerio de Obras Publicas y Communiciones. August 20. E.S.B. 27530/68.*

PERU

(141/68) Feasibility Study for Corporacion de Fomento y Desarrollo Social Economico del Departmento de Lambayeque. August 31. E.S.B. 28024/68.*

(139/68) Construction of Petroj Refinery for Empresa Petrolera Fiscal. (Further Information.) Tender documents now available. E.S.B. 26911/68.*

SAUDI ARABIA

(142/68) Fork Lift Trucks; Paper Clamp; Generator; Map Printing Presses for Ministry of Communications. August 14. E.S.B. 28069/68.

(142/68) Pharmaceuticals for Ministry of Health. (Further Information.) E.S.B. 19213/68.

SINGAPORE, REPUBLIC OF

(142/68) Pharmaceuticals for Ministry of Health. August 19. E.S.B. 28206/68.*

(140/68) Steel Sheet Piling for Public Utilities Board. (Further Information.) E.S.B. 27314/68.*

SOUTH AFRICA

State Tender Board:

(142/68) Microscope Slides. August 13. E.S.B. 28079/68.*

(143/68) X-ray Film Processing Equipment. August 13. E.S.B. 28403/68.*

(143/68) Laboratory Cotton Gin. August 14. E.S.B. 28404/68.*

(143/68) Hospital Equipment. August 13. E.S.B. 28405/68.*

(143/68) Transistors. August 12. E.S.B. 28406/68.*

(153/68) Fork Lift Trucks. August 14. E.S.B. 28407/68.*

(143/68) Steel. August 7. E.S.B. 28408/68.*

SUDAN

(142/68) Rail Anchors for Sudan Railways. August 7. E.S.B. 28211/68.

TAIWAN

Central Trust of China:

(141/68) Radiation Measuring Instrument. August 12. E.S.B. 27596/68.*

(141/68) Protective Clothing. August 14. E.S.B. 27597/68.*

(141/68) Steel Bars. August 16. E.S.B. 27598/68.*

(141/68) Monoelthanolamine. August 16. E.S.B. 27599/68.*

(141/68) Hoses. August 15. E.S.B. 27600/68.*

(141/68) High Tension Bolts. August 12. E.S.B. 28001/68.*

(141/68) Specific Gravity Meter. August 16. E.S.B. 28002/68.*

(141/68) Steel Pipes. August 16. E.S.B. 28003/68.*

(141/68) Fire Fighting Equipment; Resuscitator. August 16. E.S.B. 28004/68.*

(141/68) Wire. August 12. E.S.B. 28006/68.*

(141/68) Rope. August 19. E.S.B. 28007/68.*

(141/68) Spring Steel Strips. August 16. E.S.B. 28008/68.*

(141/68) Lightning Arrestors. August 19. E.S.B. 28009/68.*

(141/68) Carrier Telephone Equipment Parts. August 20. E.S.B. 28010/68.*

(141/68) Globe Valves. August 9. E.S.B. 28011/68.*

(141/68) Sewing Thread. August 20. E.S.B. 28012/68.*

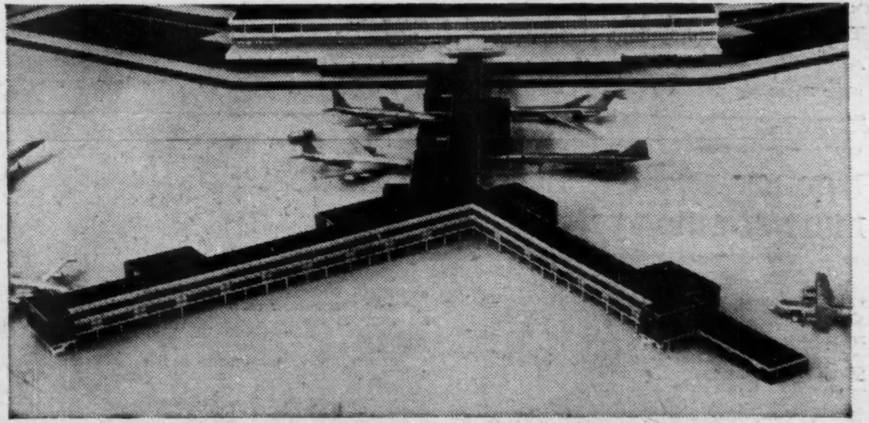
(141/68) Chemical Fire Extinguishing Powder. August 16. E.S.B. 28013/68.*

(141/68) Gate Valves. August 19. E.S.B. 28204/68.*

(141/68) Hydraulic Jacks. August 19. E.S.B. 28205/68.*

(142/68) Railway Wagons. (Further Information). closing date postponed to August 22. E.S.B. 24775/68.*

(Continued on next page)



A model of the second phase of Kingsford Smith Airport, Sydney, being built by Costain (Australia) Pty. Ltd., under a £7 million contract. Construction records in Australia are being broken by Costain during the building of this stage of the new international terminal. In three days two 130 ft. by 40 ft. bays forming part of the terminal's concrete frame were erected, complete with the roofing framework. This feat, says Costains, is the equivalent of erecting a three-storey house of similar length and breadth in two days. During this phase 247 sections of pre-stressed concrete, each weighing 14 tons, have been hoisted and set into position.

Robert Hough

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PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

(142/68) **Railway Cars.** (Further Information.) Closing date postponed to **August 22. E.S.B. 24778/68.***
(142/68) **Motor Grader.** August 13. E.S.B. 28057/68.*
(142/68) **Construction Equipment.** August 12. E.S.B. 28058/68.*
(142/68) **Steel Plates.** August 13. E.S.B. 28059/68.*
(142/68) **Wire Gauze.** August 13. E.S.B. 28060/68.*
(142/68) **Carbide Blanks; Welding Tip; Drills; Tap Chaser.** August 8. E.S.B. 28061/68.*
(142/68) **Steel Plate.** August 15. E.S.B. 28062/68.*
(142/68) **Heavy Duty Pumps.** August 14. E.S.B. 28063/68.*
(143/68) **Highway Crossing Alarm Signals.** August 14. E.S.B. 28064/68.*
(142/68) **Crane.** August 16. E.S.B. 28065/68.*
(143/68) **Needle Valve.** August 15. E.S.B. 28066/68.*
(143/68) **Roller Bearing.** August 16. E.S.B. 28067/68.*
(143/68) **Chemicals.** August 16. E.S.B. 28068/68.*
(142/68) **Asbestos Mill Board.** August 15. E.S.B. 28269/68.*
(142/68) **Street Marker; Hydraulic Platform; Cab Chassis.** August 14. E.S.B. 28070/68.*
(143/68) **Band Mill, Roller Band Re-Saw.** August 8. E.S.B. 28071/68.*
(142/68) **Frequency Meter.** August 13. E.S.B. 28073/68.*
(142/68) **Grinding Wheels.** August 13. E.S.B. 28074/68.*
(142/68) **Electrical Supplies.** August 14. E.S.B. 28075/68.*
(142/68) **Contractors Plant.** August 12. E.S.B. 28076/68.*
(142/68) **Water Flow Relay Units and Pressure Gauges.** August 12. E.S.B. 28077/68.*
(142/68) **Structural Steel; Rivet Steel.** August 13. E.S.B. 28078/68.*

TANZANIA

Tanganyika Electric Supply Company:
(139/68) **Miscellaneous Electrical Equipment.** September 11. E.S.B. 27809/68.
(139/68) **Meter Testing Set.** August 28. E.S.B. 27918/68.

THAILAND

(139/68) **Switchgear** for Metropolitan Electricity Authority. September 3. E.S.B. 27890/68.*
(143/68) **Cable Steel Frame Poles** for National Electricity Department. September 2. E.S.B. 28437/68.
(143/68) **Aluminium Foil** for Thailand Tobacco Monopoly. August 8. E.S.B. 28435/68.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:
(138/68) **Conductor.** August 29. Tender documents now available. E.S.B. 27377/68.*
(138/68) **Isolating Switches.** August 9. E.S.B. 27379/68.*
(138/68) **Stay Rods (Guy Anchors).** August 29. E.S.B. 27380/68.*
(138/68) **Overhead Conductor.** August 29. E.S.B. 27381/68.*

TURKEY

(138/68) **Floating Crane** for Denizcilik Bankasi TAO. (Further Information.) Closing date postponed to August 29. E.S.B. 20199/68.*
(138/68) **Data Recording System** for Kara Kuvvetleri Komutanligi. August 20. E.S.B. 27373/68.*
(139/68) **Piston Assemblies** for PTT Genel Mudurlugu. September 2. E.S.B. 27805/68.*

UNITED ARAB REPUBLIC (EGYPT)

(142/68) **Marine Engines and Accessories** for Suez Canal Authority. Closing date not stated. E.S.B. 28026/68.*

URUGUAY

(141/68) **Transformers** for UTE (State Electricity and Telephone Board.) (Further Information.) Tender documents in Spanish now available. E.S.B. 26922/68.*

VIETNAM

Central Procurement and Supply Authority:
(143/68) **Cameras.** August 7. E.S.B. 28414/68.*
(143/68) **Plastic Film.** August 7. E.S.B. 28415/68.*
(143/68) **Ceramic Products Machinery and Equipment** for Industrial Development Centre of the Vietnamese Government. E.S.B. 28413/68.*

ZAMBIA

Central Supply and Tender Board:
(139/68) **Percussion Bits.** August 16. E.S.B. 27760/68.*
(139/68) **Cables.** August 16. E.S.B. 27810/68.*

South Korean industrialists visiting Britain in discussion with Mr. G. Kiley (centre), managing director of Conder (Southern) Limited, at Winchester, who recently carried out the structural steelwork for a £5 million group of textile mills in South Korea. On the left is Mr. R. Cook, technical representative in Asia for Prince-Smith & Stells Limited of Keighley, Yorkshire, worsted machinery manufacturers. Right is Mr. Leslie Norris, assistant sales manager of Conder (Southern). An export record of more than £1 million for the past 12 months is reported by the Conder Group, Britain's biggest manufacturers of industrial steel-framed buildings.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afars/Issas, territory of the (formerly French Somaliland)
(141/68) Inquiry for cranes. E.S.B. 28150/68.

Algeria
(139/68) Inquiry for wrapping paper – further information. E.S.B. 25745/68.

Angola
(141/68) Inquiry for kitchen equipment. E.S.B. 28155/68.

Australia
(139/68) Agency inquiry for pumps. E.S.B. 11443/68.
(142/68) Agency inquiry for welding generator. E.S.B. 27493/68.
(138/68) Inquiry for alloy steel tubing. E.S.B. 26618/68.
(139/68) Inquiry for directional wattmeter. E.S.B. 25981/68.
(140/68) Inquiry for hydraulic pumps and motors. E.S.B. 25887/68.
(140/68) Inquiry for rubber stamp making machine. E.S.B. 27951/68.
(141/68) Inquiry for hyraulic presses. E.S.B. 27960/68.
(142/68) Inquiry for car parking facilities. E.S.B. 27479/68.
(140/68) Market report on pumps. E.S.B. 21765/68

Australia – Waiver of British Preference
(140/68) Inquiry for automatic log de-barking machine E.S.B. M/28/68.
(140/68) Inquiry for bottle brushing and rinsing machine. E.S.B. A/18/68.
(140/68) Inquiry for capsule folding machine. E.S.B A/17/68.
(140/68) Inquiry for erasers. E.S.B. A/20/68.
(140/68) Inquiry for floor maintenance machine. E.S.B A/22/68.
(140/68) Inquiry for oscilloscopes; recorder for electrographic monitoring; defribillator. E.S.B. A/19/68.
140/68) Inquiry for portable log debarking machine. E.S.B. M/29/68.
(140/68 and 141/68) Inquiry for railway equipment E.S.B. A/23/68.
(140/68) Inquiry for sewage pumps. E.S.B. A/21/68.
(141/68) Inquiry for automatic juice extracting machine E.S.B. M/31/68.
(141/68) Inquiry for package printer. E.S.B. M/30/68.
(142/68) Inquiry for amplifiers; calibration sources; oscillators; poly phase power sources. E.S.B. S/28/68.
(142/68) Inquiry for automatic saw unit. E.S.B. S/30/68.
(142/68) Inquiry for calibrators. E.S.B. S/29/68.
(142/68) Inquiry for circular saw re-tipping tools and equipment; sharpening machine. E.S.B. M/27/68.

Austria
(142/68) Agency inquiry for moisture meters; soil testing equipment; thermo electrical equipment. E.S.B. 27940/68.
(138/68) Inquiry for shoes. E.S.B. 27363/68.
(140/68) Inquiry for wool. E.S.B. 27947/68.

Bahamas
(138/68) Inquiry for cheese; fish; glassware; hams; janitorial supplies; meats. E.S.B. 27788/68.

Bahrain
(138/68) Inquiry for leather gift goods and handbags; women's and children's underwear. E.S.B. 27774/68.

Belgium
(140/68) Agency inquiry for cookers; toy novelties. E.S.B. 27698/68.

Canada
(141/68) Agency inquiry for iron castings. E.S.B. 28107/68.
(138/68) Inquiry for jam; marmalade. E.S.B. 27623/68.
(139/68) Inquiry for air tools. E.S.B. 27923/68.
(139/68) Inquiry for water fountains; water flow control equipment. E.S.B. 27676/68.
(140/68) Inquiry for elastic. E.S.B. 25240/68.
(140/68) Inquiry for fishing reels. E.S.B. 27945/68.
(140/68) Inquiry for nylon fabrics. E.S.B. 15088/68.
(141/68) Inquiry for drapery; upholstery fabrics. E.S.B. 26139/68.
(142/68) Inquiry for pulp mill project equipment catalogues. E.S.B. 6420/68.
(143/68) Manufacture under licence – pulp and paper mill equipment. E.S.B. 15018/68.

Ceylon
(139/68) Agency inquiry for bitumen mixers; dump trucks; road rollers; tar sprayers; tippers. E.S.B. 27807/68.

Colombia
(143/68) Inquiry for plastic container manufacturing equipment. E.S.B. 28319/68.

Costa Rica
(141/68) Inquiry for granby cars. E.S.B. 28210/68.

Denmark
(142/68) Inquiry for petro-chemical and similar industrial equipment. E.S.B. 27476/68.

Fiji
(140/68) Agency inquiry for confectionery; pens; razor blades. E.S.B. 27415/68.
(142/68) Inquiry for giftware; jewellery. E.S.B. 28322/68.

France
(139/68) Agency inquiry for bath oils and salts; cases for combs and brushes; toilet soaps. E.S.B. 27489/68.
(139/68) Agency inquiry for telephone index pads. E.S.B. 27764/68.
(143/68) Agency inquiry for textile fabrics. E.S.B. 40093/67.
(138/68) Inquiry for paper making machinery. E.S.B 26557/68.
(138/68) Import restrictions for steel. C.R.E. 8193 G.
(140/68) Inquiry for dress fabric. E.S.B. 27902/68.
(140/68) Inquiry for valves. E.S.B. 21221/68.

Germany, Federal Republic of
(138/68) Agency inquiry for gravel-pit and quarry working machinery; tractor-dozers. E.S.B. 27436/68.
(139/68) Agency inquiry for electronic components; measuring instruments. E.S.B. 23975/68.
(140/68) Agency inquiry for automatic games machines; vending machines. E.S.B. 27463/68.
(140/68) Agency inquiry for etching and engraving equipment. E.S.B. 27170/68.
(140/68) Agency inquiry for wallpaper and decoration fabrics. E.S.B. 27757/68.
(141/68) Agency inquiry for electronic components and instruments. E.S.B. 27771/68.
(143/68) Agency inquiry for artificial leather. E.S.B. 27749/68.

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† For further details of the 'Export Service Bulletin' see page 262.

(143/68) Agency inquiry for bicycle parts and accessories; paint spray equipment. E.S.B. 28227/68.
(139/68) Inquiry for machine tools. E.S.B. 24931/68.
(141/68) Inquiry for fur coats; hair; leathers; protective clothing; wool. E.S.B. 28112/68.
(140/68) Quotas for goods at fairs. C.R.E. 16229/G.

Ghana-Nigeria
(141/68) Inquiry for plate or strip cuttings; steel billet. E.S.B. 27692/68.

Greece
(141/68) Agency inquiry for men's suitings. E.S.B. 13627/68.

Guatemala
(139/68) Inquiry for platform scales. E.S.B. 27791/68.

Hong Kong
(139/68) Inquiry for scum channel. E.S.B. 27898/68.
(141/68) Inquiry for adhesive paper. E.S.B. 28191/68.
(141/68) Inquiry for meat. E.S.B. 28252/68.

India
(142/68) Inquiry for seamless drive pipes. E.S.B. 28108/68.

Indonesia
(140/68) Inquiry for petrol pumps; road tankers. E.S.B. 27870/68.

Iran
(138/68) Inquiry for die-casting plant; motor manufacturing unit. E.S.B. 27210/68.

Irish Republic
(141/68) Agency inquiry for paper products. E.S.B. 27950/68.

Italy
(138/68) Agency inquiry for air cushion conveyors; handling and warehouse equipment. E.S.B. 27639/68.
(138/68) Agency inquiry for street cleaning vehicles. E.S.B. 26848/68.
(139/68) Agency inquiry for road finishing machines; fork lift trucks. E.S.B. 27766/68.
(141/68) Agency inquiry for forging iron hands; smoke cleaning plants. E.S.B. 27302/68.
(141/68) Agency inquiry for nautical instruments. E.S.B. 28103/68.
(141/68) Agency inquiry for nautical instruments and equipment; pleasure craft. E.S.B. 28122/68.
(142/68) Agency inquiry for confectionery. E.S.B. 28221/68.
(142/68) Agency inquiry for semi-finished plastic products. E.S.B. 10575/68.
(138/68) Inquiry for cold heading machines; lathes. E.S.B. 27833/68.
(138/68) Inquiry for steam traps. E.S.B. 27767/68.
(141/68) Inquiry for chemicals. E.S.B. 26052/68.
(141/68) Inquiry for shearing machines. E.S.B. 28222/68.
(142/68) Inquiry for floating drydock. E.S.B. 16629/68.
(142/68) Inquiry for grinding machines. E.S.B. 28228/68.

Jamaica
(140/68) Inquiry for overshoes; shoe cleaning materials and polishes; shoe colouring materials. E.S.B. 27980/68.

Japan
(139/68) Agency inquiry for fashion accessories; giftware; handbags. E.S.B. 11879/68.
(139/68) Agency inquiry for textile fabrics. E.S.B. 25467/68.
(140/68) Agency inquiry for gloves; textile fabrics. E.S.B. 27417/68.
(141/68) Agency inquiry for blankets; gift articles; ornaments and leather wear; raincoats; shirtings; ties. E.S.B. 22475/68.
(142/68) Agency inquiry for textile machinery. E.S.B. 27028/68.
(139/68) Inquiry for albumen; egg yolk; hides and skins. E.S.B. 27875/68.

Kenya
(139/68) Inquiry for cardboard box making plant; printing machines. E.S.B. 26934/68.
(140/68) Inquiry for canning machinery. E.S.B. 28111/68.

Kuwait
(138/68) Market Report on pharmaceuticals. E.S.B. 25353/68.

Lebanon
(140/68) Agency inquiry for office machinery and equipment; paper. E.S.B. 27816/68.
(142/68) Inquiry for water treatment plants. E.S.B. 26061/68.

Liberia
(142/68) Inquiry for greeting cards; stationery. E.S.B. 28209/68.

Libya
(139/68) Inquiry for hand tools; power tools; vices; workshop fitting benches. E.S.B. 27834/68.
(140/68) Visas. C.R.E. 14511/G.

Malaysia
(139/68) Manufacture under licence – agricultural implements; hand tools. E.S.B. 25351/68.

Malta
(140/68) Inquiry for pvc Christmas decoration machinery. E.S.B. 27462/68.
(143/68) Inquiry for conversion units; pumps; steel towers; windmills. E.S.B. 28342/68.

Mauritius
(140/68) Inquiry for timber treatment plant and equipment. E.S.B. 27800/68.

Mongolia
(142/68) Inquiry in respect of woodworking machines. E.S.B. 27997/68.

Netherlands
(142/68) Agency inquiry for film offset plates. E.S.B. 27464/68.

Nigeria
(141/68) Agency inquiry for burglar and car alarms. E.S.B. 27723/68.
(141/68) Inquiry for building supplies; educational equipment. E.S.B. 27644/68.
(142/68) Inquiry for catering items; tinned foodstuffs. E.S.B. 28293/68.

Sierra Leone
(141/68) Agency inquiry for dress fabrics: E.S.B. 6737/68.
(138/68) Inquiry for textile piece-goods. E.S.B. 27773/68.

South Africa
(142/68) Agency inquiry for school drawing appliances. E.S.B. 27821/68.
(143/68) Inquiry for films; records. E.S.B. 28261/68.

Spain
(140/68) Agency inquiry for chassis with diesel engines; motor cars. E.S.B. 27679/68.
(140/68) Inquiry for books. E.S.B. 25761/68.
(143/68) Market report on modernization programme for Spanish shipyards. E.S.B. 33112/67.

Sweden
(143/68) Agency inquiry for dresses. E.S.B. 28213/68.
(139/68) Inquiry for car care products. E.S.B. 27901/68.
(142/68) Inquiry for carpets. E.S.B. 28244/68.

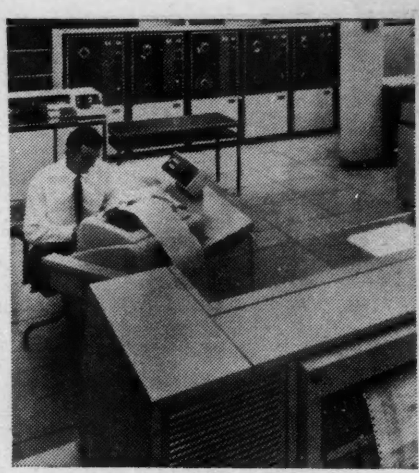
Switzerland
(138/68) Agency inquiry for dresses; raincoats. E.S.B. 27701/68.
(141/68) Agency inquiry for men's coats and jackets. E.S.B. 27988/68.
(139/68) Inquiry for knitwear; textile piece-goods. E.S.B. 27876/68.
(140/68) Inquiry for steel bars. E.S.B. 25902/68.
(141/68) Inquiry for cable. E.S.B. 28124/68.
(142/68) Inquiry for sportswear; sports goods and equipment. E.S.B. 28158/68.

Thailand
(139/68) Agency inquiry for office machinery; office supplies; sports equipment; stationery. E.S.B. 27640/68.

Trinidad/Tobago
(140/68) Inquiry for bottle and jam jar caps. E.S.B. 16934/68.
(139/68) Inquiry for drawing equipment; printing machinery. E.S.B. 21852/68.

Uganda
(143/68) Inquiry for blockboard manufacture machinery and equipment. E.S.B. 28334/68.

United States of America
(142/68) Agency inquiry for textile machinery. E.S.B. 27998/68.
(138/68) Inquiry for car accessories and gadgets. E.S.B. 27739/68.
(138/68) Inquiry in respect of advanced methods of applying industrial paint. E.S.B. 27708/68.
(139/68) Inquiry for finned tube. E.S.B. 27700/68.
(139/68) Inquiry for steel strip. E.S.B. 27706/68.
(141/68) Inquiry for galvanized chain. E.S.B. 27822/68.
(142/68) Inquiry for children's educational and sports books. E.S.B. 27986/68.
(142/68) Inquiry for tyre re-tread equipment. E.S.B. 27694/68.
(143/68) Inquiry for plastics. E.S.B. 28219/68.



Two English Electric System 4 computers were flown out from Gatwick on June 19 to Australia. The computers, a total load of 18 tons and together worth around £½ million, are a System 4-50 for the Australian Government's Department of Supply and a System 4-30 for H. C. Sleigh Ltd. In Melbourne they will be joining a System 4-50 which is now operational at the Royal Melbourne Institute of Technology. Photograph shows the System 5-40 on site at RMIT.

Venezuela
(140/68) Inquiry for diamond mining machinery literature. E.S.B. 27755/68.

Vietnam
(138/68) Inquiry for hacksaw blade manufacturing machinery; sheet metal working machinery. E.S.B. 27157/68.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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Letters of appreciation

AUSTRIA

I would like to take this opportunity of thanking you and your staff for your courteous reception and valuable assistance rendered to me during my recent visit to Austria.

In particular I would mention the assistance afforded to me by Mr. ——— and Mr. ———, whose guidance enabled me to carry out a very successful business venture on behalf of this company.

Aviation Jersey Limited.

CANADA

During the visit requests for assistance were made to the Government offices at Montreal, Halifax, Ottawa, Toronto, Winnipeg and Vancouver. We wish to express keen appreciation of the facilities and information made available.

The result of this visit is a Canada-wide distribution arrangement and initial orders exceeding £10,000.

R. Perry & Co. Limited.

I have returned from a visit to Quebec and the Eastern Provinces of Canada as a member of the London Chamber of Commerce Trade Mission led by Lord and Lady Tweedsmuir.

During our stay in the Eastern Provinces our arrangements and facilities were made available through the British Government Office in Halifax, Nova Scotia.

I found them extremely competent, very helpful and indeed their activities and help made all the difference between the visit being interesting and I hope productive for the future.

Cammell Laird & Co. (Shipbuilders & Engineers) Ltd.

SWITZERLAND

Your second letter has been received by me with gratitude and I sincerely appreciate the exceedingly helpful statistics and advice you have given me about Switzerland.

Your general comments have confirmed the difficulty that we have always considered existed when talking about exporting our products to your market: nevertheless, this project is going to have our consideration and I can assure you that I will not hesitate to communicate with you should I be considering visiting your market, or need any further help.

Geo Bassett & Co. Ltd.

The information which you have given to us is of the utmost importance and goes a long way in confirming and adding to our own research into this particular market.

It is hoped that when our report has been completed it will be possible for Williams Spanners to enter various markets in Europe and try and obtain a share of the tool trade which so far has virtually a monopoly by the German manufacturers.

The Chillington Tool Company, Limited.

Thank you very much indeed for your most informative and helpful letter. I am pleased to be able to tell you that I shall be visiting Switzerland during the first half of next month when I will certainly call both on you at the Embassy and all the different people with whom you have been in contact on our behalf.

On the subject of prices I am happy to tell you that not only will we have the benefit of the lower prices brought about by devaluation, but also that due to improved efficiency in our production and constantly growing home and export demands for our products, we have been able to reduce the price of all our different models by approximately 6-10 per cent, depending upon the individual unit. This should not only give us the largest and most powerful range of industrial high pressure washers available on the Swiss market, but also the cheapest right across the board.

Jaggard Bros. Limited, Abingdon, Berks.

UNITED STATES

I have recently returned to England after a short introductory visit to Texas to explore the market for high grade men's shoes. I was only able to spend one day in Houston, and I should like to place on record the very considerable help given to me by your commercial officer.

On arrival I telephoned the Consulate-General and found that he having been warned of my arrival only a day or two previously from Chicago, had made out a long list of potential customers, had warned them of my visit, and had arranged for me to see the appropriate buyers. He then put himself and his car at my disposal, and made possibly far more calls on potential customers than I could possibly have made on my own.

As a result I have opened one account for our Randall shoes, and expect to open another shortly. I gained also valuable information which will, I believe, make possible the opening of one or more outlets for our K shoes for men on my next visit. I feel that there are excellent opportunities for the sale of our high-grade men's shoes in Houston and I came back feeling very encouraged by my visit.

Somervell Brothers Limited, Kendal.

I remember with pleasure the great help that you were able to give me during my stay in Houston. I thought in Los Angeles how helpful the commercial officer there had been, but I never expected that I could receive help on the same magnificent scale as I did from you.

If anything looks in the least promising, I hope to be back in Houston in the early part of next year to try and conclude some business.

Colodense Ltd., Bristol.

With the outstanding help we had from you and your colleagues, I think it is only fair you should see the complete business results returns. They tell their own story and I need only say thank you for everything done for us. We shall certainly look forward to working with you again.

Birmingham Chamber of Commerce and Industry.

BULGARIA

We must thank the members of the staff of the Board of Trade, as well as the Central Office of Information for the magnificent co-operation and assistance given to us, not only before the exhibition opened when as you know we incurred considerable difficulties through the late arrival of a large exhibit, but also during the exhibition. The interest shown by the Board of Trade and the Central Office of Information, and of course the British Embassy, was very great, and we are pleased to inform you that despite the fact that upon leaving Plovdiv we had no contracts at all, however the outcome has been most successful in that we have now obtained considerable contracts from Bulgaria, the total net value being approximately £35,000.

Carlson-Ford Sales Limited,
Ashton-under-Lyme.

MOZAMBIQUE

With reference to our recent exchange of correspondence, we are pleased to advise that we have secured the contract from Messrs. Algodeira for their current year's supply of hydrogen peroxide, the contract valued at approximately £6,000.

I think much of the credit in securing this contract is due to you following your intervention on our behalf in re-establishing the break in communications.

May I therefore set on record my appreciation of your help.

Laporte Industries Limited, Luton.

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Bucharest—Romania
Telex: **184 and 185** *Telephone:* **16.06.36**
Cables: **CHIMIMPORT—Bucharest**

exports:

SALTS: sodium fluosilicate, calcium carbide, sodium bichromate, calcium chloride, aluminium chloride, aluminium sulphate, ammonium alum, sodium bicarbonate edible and pharmaceutical, tribasic lead sulphate.

SOLVENTS: acetone, methanol, trichloroethylene.

INTERMEDIATES FOR THE ORGANIC SYNTHESIS INDUSTRY: aniline, betanaphthol, synthetic phenol, salicylic acid, caprolactam, urea, monoethylene glycol, diethylene glycol, f acid, synthetic fatty aclohols.

ORGANIC DYESTUFFS: for the textile, leather and paper industry.

SYNTHETIC RUBBERS AND CARBON BLACKS: CAROM ® synthetic rubber (butadiene styrene type) carbon black active CARBOMET S and semi-active FURNAL R 300, carbon black REBONEX H (high abrasion furnace).

PLASTIC MATERIALS AND AUXILIARIES: polyvinyl chloride obtained by polymerization in emulsion and suspension, high pressure polyethylene, polystyrene for general use and high impact, aminoplastes and phenolic resins, tribasic lead sulphate.

TYRES AND TUBES: Danubiana and Victoria brands.

LACQUERS AND PAINTS: nitro and alkyd-resin enamels, oil paints, baking enamels, interior-exterior flat paints, in water soluble primers.

FERTILIZERS: ammonium nitrate, urea, superphosphate, compound fertilizers.

FARMING PESTICIDES: insecticides on basis of dichlor-diphenyl-trichloroethane and hexachloro-cyclohexane, fungicides on basis of mercury salts, horticultural oil.

PHARMACEUTICALS: salicylic acid, acetil-salicylic acid, salicylates, sodium benzoate, barium sulphate (pro-Roentgen), antibiotics, GEROVITAL H3, chemical reagents etc.

TOILETRY AND PERFUMERY: soaps, toothpastes, beauty creams, makeup, eau-de-cologne, perfume etc.

For immediate information apply to ARCODE LIMITED, Plantation House, Mincing Lane, London, E.C.3—Tel. 01-623 7074
or to the Romanian Commercial Office, 26 Cadogan Square, London, S.W.I

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the June 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 243 *of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4* (*Tel.* 01-248 5757).

35,000 miles in 30 days

MR. P. G. K. SMITHERS, chief development engineer, of Trico-Folberth Ltd., of Brentford, Middx., recently visited Japan on a 21 day visit to leading Japanese car manufacturers including Toyota, Nissan Motor, Toyo Kogyo, Mitsubishi, Daihatsu, Fuji Heavy Ind., Honda Motor, Isuzu Motor, Hino Motor, Nissan Diesel and Nissan Body Manufacturing. The purpose of the visit was to further negotiations for the fitting of Trico windscreen wiper blades as original equipment on Japanese cars.

Following his tour of Japan, Mr. Smithers travelled to Australia where he visited Trico's Australian subsidiary Trico PTY Ltd., before going on to the parent company Trico Products Inc. in Buffalo, United States.

Completing over 35,000 miles in 30 days, Mr. Smithers returned to the United Kingdom to report that the trip was highly successful and that the production of Trico wiper blades in Japan should almost certainly double within the next 12 months.

Garden tools sales drive in United States

Two senior executives of Spearwell Tools Limited, of Wednesbury, Staffordshire, will leave for the United States in the autumn to explore the market for forged garden tools. They are Mr. Tony Merriam, managing director, and Mr. Freddie Boyden, marketing director, and they will start their trip on October 7 at the Hardware Show, New York, where Spearwell has a display stand.

Outlining the purpose of their visit, Mr. Boyden said, 'We feel that a significant potential market exists in the United States for quality garden tools. American manufacturers offer, in the main, pressed steel rather than forged garden tools. These types are inclined to be regarded as non-durable items by the consumer. We feel that our garden tools, particularly the stainless steel range could make a big impact.'

Spearwell already export to more than 80 countries.

Eastern Europe market rewarding

MR. ERIC LEITNER, an executive of the Angus Belting and Rubber Hose Division, is making his second trip this year to Eastern Europe, where he has found the market tough but rewarding. His first trip, in the spring, brought a significant amount of orders, and he is optimistic about the opportunities presented by his second visit to the area.

Executives of the Division, which manufacture high pressure hydraulic suction and delivery hose and conveyor and transmission belting, will this year, visit over 50 countries in the furtherance of trade.

Mr. F. A. S. Wood (centre) chairman and managing director of Croda Premier Ltd. taking delivery of a twin engined Cessna Skymaster from (on the right) Mr. R. E. Crowe, sales manager of Northair Aviation Ltd. the Leeds based Cessna Aircraft dealers. On the left is the company pilot, Captain Olsen, who within the first few weeks of taking delivery of the 6-seat aircraft flew company personnel to visit clients in Lisbon, Bilbao, Lille and Copenhagen.

Successful European visits

ON one of his regular visits to Switzerland and Liechtenstein earlier this month, Mr. J. Cohen, managing director of Jaycee Furniture Limited, signed a £53,000 fob order to supply two of Europe's largest retail furnishers. Another executive of the company, Mr. Stephen Spiteri, an export sales executive, has recently returned from an extensive sales tour of Italy, where he visited Milan, Turin, Genoa, La Spezia, Florence, Rome and Bari, with immediate orders resulting totalling £12,000 fob.

Round-world tour

MR. STEWART ASHWORTH, joint managing director, Abrasive Developments Ltd., Henley-in-Arden, Warwickshire, has left on a round the world sales tour to follow up inquiries made during a recent convention to launch 'Vacnad' a new process for descaling wire and rod without the use of chemicals.

The tour will include visits to Johannesburg – where he will call on the South African Steel Corporation to confirm orders already placed, and Abrasive Developments' South African agents, Forest Engineering Co. Limited – Melbourne, Australia – to negotiate a manufacturing franchise for the 'Vacnad' process with Heine Brothers (Australasia) Ltd. – New Zealand, Osaka, Japan, Connecticut, United States, where he will call on executives of Abrasive's United States associates, the Spadone Mfg. Co. To date orders valued at £150,000 have been secured, although the process was announced only last year.

World tour for Dunlop Sports general manager

MR. GEORGE CARR, general manager of the Dunlop Sports Group in the United Kingdom, left London on July 17 for a four-week round the-world tour to visit distributors and customers. Before leaving London, Mr. Carr emphasized that as the sports trade was truly international, it was essential to keep in touch with changes and developments throughout the world.

Canadian-born Mr. Carr's first port of call will be Toronto, where Dunlop Canada Ltd. manufactures and imports sports equipment, and where he will spend three days before flying on to San Francisco. After a day in that city, he will fly via Fiji to New Zealand. In 1966 Dunlop New Zealand Ltd. set up the country's first and only golf ball factory, and during his week's stay Mr. Carr will divide his time between Auckland and Wellington.

His next stop will be a three-day one in Sydney, where Dunlop Australia manufactures a wide range of sports equipment; and after four days there he will travel to Hong Kong for discussions about the Far East golf circuit to which Dunlop has donated a prize of US $2,000. From there he will fly to Japan, the second largest customer for golf equipment in the world, to spend a total period of a week, partly in Osaka and partly in Tokyo. In Kobe he will be seeing extensions to the golf ball plant of Sumitomo Rubber Industries Ltd., an associated company of the Dunlop Group. The Dunlop '65' ball holds 75 per cent of the market in Japan.

Tokyo will be Mr. Carr's last port of call, and on August 13 he will leave for home.

African sales drive

MR. E. R. SCHELLENBERG, sales director of Kenwood Peerless Ltd., the catering equipment subsidiary of the Kenwood Group, has left on a 10 day sales tour of East and South Africa. The company's exports to South Africa increased 30 per cent last year and the range of food machinery is now to be increased starting with a launch at the Johannesberg catering machinery exhibition at the end of this month.

Kenwood Peerless is to introduce to the catering trade its pie and pastry moulding equipment, dry meat fillers, electric potato peelers and chippers, manufactured in Birmingham, through South African distributors Hotel and Hospital (United Kingdom) Limited.

To take advantage of the development of the tourist industry in East Africa Mr. Schellenberg is to seek to develop trade outlets in Nairobi following the initial introduction of Kenwood Peerless equipment to East Africa last year.

Visits to agents

MR. T. L. EDWARDS, group managing director of John Shaw & Sons, Wolverhampton, Ltd., which includes Britool Limited and Moore & Wright (Sheffield) Limited, is making a two months tour of Australia, and New Zealand, India, Singapore and Canada.

Mr. Edwards, who is immediate past president of the Federation of British Hand Tool Manufacturers and the present chairman of the Gauge and Tool Makers Association is to visit agents and customers in these territories where the companies have a substantial export trade.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

1968 sales exceed £200,000

A £100,000 order from Greece – the third order this year – for 250 three wheel pickups, has been announced by the Reliant Motor Company Limited. This brings to 500 the number of pickups – worth over £200,000 – ordered in 1968 by Reliant's Greek agents, Mebea of Athens.

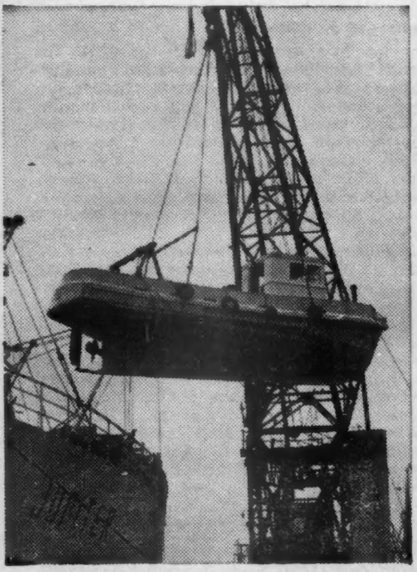
Deliveries began in early July and will continue for about three months.

£320,000 Thailand and Canadian order

Orders for switchgear and transformers worth a total of £320,000 have been received by Hawker Siddeley Electric Export Ltd. from power authorities in Thailand and Canada. The first of these orders, placed by the Metropolitan Electricity Authority of Bangkok, is for ten 11-panel, single-busbar, type VSI metalclad switchboards. The Canadian order is for four power transformers to be supplied to the Hydro-Electric Power Commission of Ontario.

First export to North America

Three heavy duty electro magnetic feeders designed and built by Magco Moxey, a division of Winget Ltd., have been exported to Vibro Plus Products Incorporated of Stanhope, New Jersey, as part of a licence agreement for this range of equipment to be manufactured in the United States. 'The dollar earning potential of this licence to manufacture our equipment in America could double our turnover in two years', said Mr. Raymond A. Rawlings, general manager of Magco Moxey.



The largest ferro-cement craft yet built in Britain, the 47ft. trawler 'Lee Christine,' built by Windboats Ltd. of Wroxham in Seacrete, being loaded aboard a ship at London docks for shipment to Somalia. The trawler was built for Prodma Ltd., a Somalia national company financed by Fearn Foods Inc., of Illinois. Prodma already has one Seacrete craft, a 30ft. trawler engaged in catching shrimps and lobsters for quick freezing and export from Somalia.

PO equipment for New Zealand and Sarawak

Automatic telephone exchange equipment worth a total of about £273,000 has been ordered for New Zealand and Malaysia from GEC-AEI Telecommunications Ltd., of England. Equipment for some 4,000 new telephone lines is being supplied to the New Zealand Post Office, and the Posts and Telecommunications Department of Malaysia is buying four new rural automatic exchanges for Sarawak, and an existing exchange will be extended.

Hydraulic motors for Japan

The Ruston Hydraulics Division of English Electric Diesels Limited has won a £27,000 order for 100 high-torque slow-speed hydraulic motors from Shimadzu Seisakusho Limited, Kyoto, Japan. The order covers various sizes and the motors will be despatched from Lincoln over the next three months.

Docks trailers for Ceylon

Tolbridge Trailers of Lymington have recently completed six special heavy duty docks trailers for the Ceylon Government. These trailers have been specifically designed to withstand rough usage and heavy loads.

East German order

During the Poznan International Trade Fair (June 9-23) Guest, Keen & Nettlefolds Ltd. exhibited a wide variety of its Group products on the GKN International stand in the British Pavilion. As a result, Garringtons Ltd., a GKN Forgings Ltd. Sub-Group subsidiary, obtained a £114,000 order for forgings from East Germany, the third forgings order received from them in the past three years.

Microcircuits for the United States

Marconi and Elliott Microelectronics have won a major order for integrated circuits to be made to some for the highest standards of reliability and performance for use in advanced electronic equipment being exported to the United States by Elliott-Automation Ltd.

Meters for Mexico

A £70,000 order has been received from Mexico by English Electric's Meter, Relay and Instrument Division, Stafford, for the supply of meters, relays and instruments for the Comission Federal, De Electricidad. This is the largest comprehensive order to be received by the division from overseas. The order was placed by the Manfacturera Electrica SA, Mexico, who will manufacture the panels on which the devices are to be mounted.

Checking the light source on a Bruce Peebles Type 4600 pinhole detector equipment recently despatched to the Piombino tinplate works of La Magona D'Italia to the order of British & Continental Traders Ltd., London. Similar equipment is at present in hand for Messrs. Ruthner Ges.m.b.H. of Austria for a Spanish tinplate manufacturer; and for Wean Limited, Croydon, for their processing line contract for a cold strip rolling plant at Siderurgia Nacional, Portugal (main contractors Davy and United Engineering Company Limited, Sheffield).

Exports of pharmaceuticals

John Wyeth and Brother Ltd., pharmaceutical manufacturers, have received initial orders from Ceylon, Nigeria, Egypt and Italy totalling 410,000 cans for their infant milk food, S-M-A. Annual forecasts for further exports of S-M-A in powder and liquid form to these countries are currently around 800,000 cans.

Other Wyeth export orders recently include a million vitamin capsules and 220,000 vials of penicillin for Ghana, 10 million antibiotic capsules a year for Belgium, and over 10 million anti-diarrhoeal tablets annually for other overseas markets.

Breathmeters for New Zealand

British-made breathmeters are to be used in New Zealand. A £12,000 order for 96,000 Alcolor breathmeters has been placed with Cotswold Chemical Co. Ltd., of Cheltenham, and is the first export order gained by the firm in that country. The company also announced that a repeat order had been received from Australia for 40,000 breathmeters worth £4,000. They have sold over 2.5 million breathmeters, 40 per cent of which have been exported to 10 countries.

Exports to 50 countries

Bowyers (Wiltshire) Ltd. have gained their first ever orders for frozen sausages and meat pies and canned meats from Uganda, Abu Dhabi and Bahrein. This brings the number of countries to which Bowyers export their meat products up to 50.

Containerization saves firm time and money

An agricultural machinery manufacturer claims to have saved an estimated £496 on packing costs alone when making one of the first two-way exchange container shipments between England and Australia. Recently Howard Rotavator Company – a member of the Rotary Hoes Group of Companies – unpacked 250 machines consigned in a container from their Australian associate's factory in Sydney, and packed the same container with 92 machines for the return journey.

Exchanges of machines between the two countries is constant and the group has been researching the value of containerization for this purpose. The shipment just completed was made in conjunction with Overseas Containers Limited. It was part of OCL's programme of experimental container shipments, which is being carried out in advance of the full door-to-door container service which starts in February next year.

The time between the arrival of the container from Australia at the company's factory in West Horndon, Essex, and the despatch of the same container back to Australia was under 10 hours.

Computer order for Finland

Outokumpu Oy, a large mining company in Finland, have ordered a Honeywell DDP-516 computer system to control their copper flotation mill at Pyhäsalmi. The system, which is valued at above £100,000, will be manufactured at Honeywell's Newhouse, Lanarkshire factory for installation in mid-1969.

Steel tubes for Dutch nuclear plant

TI Stainless Tubes Ltd. of Oldbury, Warley, Worcs., a TI company, has received orders worth more than £130,000 for stainless steel tube for Holland's first sodium-cooled test loop installation. This is to be built at Hengelo for operation in 1969, for a proposed 50MW nuclear power station. The orders, received through NV Tistim of Rotterdam, are from NV Neratoom of the Hague, a consortium of nine large Dutch companies.

£330,000 plant for Libya

A contract worth over £330,000 has been awarded to the Ralph M. Parsons Co. (United Kingdom) Ltd. by Esso Standard Libya Inc. for the process design, procurement, fabrication and supply of a skid-mounted sulphur recovery plant, with a nominal output of 128 long tons per day. The plant will be manufactured in Britain for Esso's Marsa el Brega Industrial Complex, Libya, and is expected to be completed during June 1969.

£100,000 Rumanian order

General Refractories of Sheffield and British Metal Corporation have secured jointly a major Rumanian contract for refractory materials in face of strong German and Italian competition. The order, worth more than £110,000, is for 3,250 tons of dolomite and magnesite bricks and blocks which will be used in new 130/150 ton LD basic oxygen steel-making vessels in a new Rumanian State steelworks. The contract was won by GR and BMC after a visit to Bucharest by Mr. A. J. Owen (General Refractories' technical director). The Rumanian purchasing agency is Mineralimportexport, Bucharest.

General Refractories Limited have doubled export orders during the past year.

Repeat Spanish order

Crosfield Business Machines Ltd., of London, announce a repeat order, worth about £60,000 for 20 of their series 8300 microfilm machines from the Spanish football pool organization, Patronata Apuestos Mutuas Deportivas Benificas of Madrid. An initial order for five was delivered in late 1967. All the machines are employed in microfilming football coupons, to reduce paper, labour and handling costs.

United Kingdom equipment for Uganda

At Entebbe Airport in Uganda, a British diesel generating set will shortly assume the responsibility for maintaining essential power supplies – without even a seconds break – should failure occur in the mains power supply to airfield services such as radar and runway lighting.

Constructed by Pelapone Limited, the Derby automatic control equipment manufacturers, the set comprises the Dorman diesel, an alternator, an electric motor and is supplied complete with a Pelapone control board.

Mining supports for Morocco

A. G. Wild & Co., Ltd., of Sheffield and Aycliffe have received an order from Office Cherifien Des Phosphates of Morocco for a trial installation of a new type self advancing double telescopic roof support for the long wall extraction of phosphates.

Polishing machines for USSR

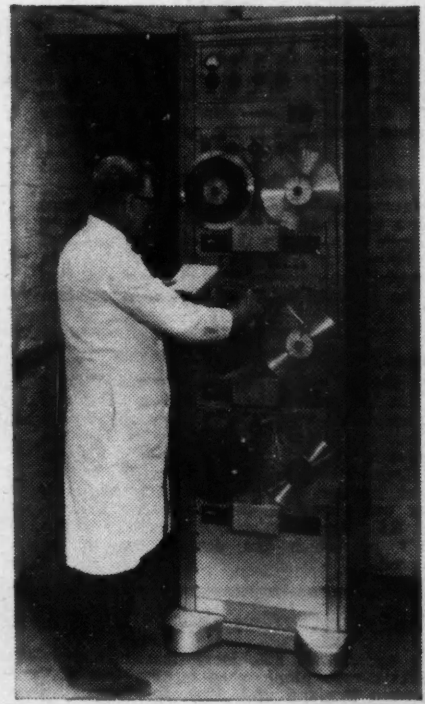
An order worth more than £1 million has been obtained from V/O Avtopromimport, the Russian trade organization, by Acme-Efco Ltd., an associated company of the Efco Group. The order the largest ever placed with Acme-Efco, covers the supply of automatic polishing and buffing machines and ancillary equipment. The machines are to be supplied to the Togliatti factory now being constructed in Russia for the manufacture of Fiat 124 saloon cars.

Cryogenic vessel for Denmark

A transportable vacuum-insulated cryogenic vessel of 10,000 litres capacity has recently been supplied to Denmark's largest producer of industrial gases by W. P. Butterfield (Engineers) Ltd., of Shipley, Yorkshire. Cryogenic vessels are used to store industrial gases in liquid form at temperatures below minus 150°C.

£300,000 linoleum order

Orders worth £300,000 have been placed from Sweden for linoleum from the Dundee Linoleum Co. Ltd. Deliveries will be effected between now and end of the year. In addition to the Scandinavian housing projects, exports of Dundee linoleum have gone to Sweden, Denmark, Finland, Switzerland, South Africa, Austria, the United States, Fiji, Australia, the Faroes and Eire. Export sales to the retail trade and individual flooring contracts for major public buildings are currently accounting for 25 per cent f.o.b. value of the company's production of linoleum.



Testing an electric clutch on a new model of magnetic audio recorder for 16mm film made by Leevers-Rich Equipment, Wandsworth, London, for export to Ibadan University, Nigeria. These three mechanically interlocked recorded/reproducers will be used in the university Photography and Television Departments' transfer and dubbing bays for the production of educational films for use in Nigeria.

Earthquake simulator for Japan

A laboratory for the examination of the effects of earthquakes on existing and projected buildings has been set up in Japan. It is equipped with heavy duty electro-hydraulic vibration generators which can simulate earthquake conditions for building construction and research. The equipment has been manufactured and installed by Fairey Surveys of Maidenhead.

Pumps for Italy and Poland

Hayward Tyler & Co. Ltd. of Luton has received a £48,000 order for a number of 550hp glandless motor pump units for an Italian power station. The order, which is for delivery in April 1969, was placed by Franco Tosi SPA (Italy). Hayward Tyler is a member of the Stone-Platt Industries group.

The firm has also received a £35,000 order for centrifugal pumps for an oil refinery at Plock in Poland. The orders, which are for delivery mainly this month, were placed by Babcock & Wilcox Ltd. of Great Britain and Catalytic International of the United States.

Continued rise in exports

A first ever order from Africa's Ivory Coast climaxed the second quarter of 1968 for Leyland/Albion truck and bus export sales, which showed a 38 per cent increase over the corresponding period last year. The Ivory Coast order, worth over £25,000, comes from Abidjan and is for six Leyland Super Hippo and two Super Beaver haulage trucks.

Contract for Libyan pipeline

Commissioning work in Libya has already been completed on the first stages of a contract for over 200 electric valve actuators placed with the British manufacturer, Rotork Engineering Co. Ltd., Bath, Somerset, for the Occidental Petroleum Corporation of California. The contract was secured by Rotork's sales subsidiary, Rotork Inc., West Babylon, New York, for actuators to power mainly British and American valves on Occidental's new crude-oil pipeline in Libya.

Exports to 36 countries

In the first six months of the year The British Steel Piling Company Ltd. and BSP-Caldweld Ltd. received export orders for piling equipment, earth boring and tunnelling machines, worth nearly £500,000. The orders were received from: Australia, Argentina, Canada, Denmark Eire, France, Fiji, Germany, Guyana, Holland, Iraq, Italy, Nigeria, New Zealand, Pakistan, Peru, Portugal, South Africa, Spain, Sudan, Singapore, Sweden, Switzerland, Trinidad, United Arab Republic, United States and Yugoslavia.

During the same period orders for Frodingham steel sheet piling were received from: Australia, Bahamas, British Honduras, British West Indies, Canada, Eire, Guyana, Iceland, Iraq, Libya, Malaysia, Singapore, South Africa, Sweden and the United States. Over one third of the orders for Frodingham steel sheet piling was from the United States.

Orders were received for 'H' piles from Eire and Guyana; for BSP cased piles from Trinidad, Antigua, and Guyana; for Frodingham box piles from Malaysia; for BSP trench sheeting from Australia and Singapore and for BSP helical weld pipe from Guyana.

Pakistan buys protective coatings

More than 1,000 tons of enamel and 4,000 gallons of primer have been supplied by Wailes Dove of Hebburn-on-Tyne for East Pakistan's first natural gas pipeline. A rush order was recently received and it was necessary to air freight to Dacca 400 gallons to complete this work – approximate value £40,000.

The firm have also recently received a £50,000 order for enamel and primer from Beirut for delivery to Levan Island for the protection of a submarine oil pipeline.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

▶ *The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Importation of samples

THE REVENUE COMMISSIONERS of the Irish Republic have issued the following notice, No. 1081, entitled 'The Importation of Samples by Irish Manufacturers':

Part I. General

The following concessions in respect of customs duty and turnover/wholesale taxes and importation procedures are available to Irish manufacturers in respect of samples:

(1) which are for use by them as prototypes, or

(2) which illustrate the kind of work performed by machines, etc., the purchase of which is being considered.

Part II. Dutiable or taxable samples of negligible value; general waiver of customs duty and turnover/wholesale taxes; simplified procedure

1. Under a general licence and authorization samples which are of negligible value may be imported by Irish manufacturers free of customs duties to which apply licensing provisions shown as (a) or (c) types in the Customs and Excise Tariff and also free of turnover and wholesale taxes.

'Negligible value' has the same meaning as in the International Convention to Facilitate the Importation of Commercial Samples and Advertising Material, 1952 (which is the subject of the Commissioners' Notice No. 836). For convenience, the definition of 'negligible value' is again set out as follows:

(A) Raw materials and products (such as yarn, fabrics, paper, wood, base metals, marble and other monumental or building stone) cut into lengths, sheets (whether or not bound in albums), slabs, pieces, etc., of such dimensions that they are useless except for purposes of demonstration;

(B) Raw materials and products, such as wood, natural or agglomerated cork, paper and paperboard, fabrics, felt, leather, skin, rubber, artificial plastic materials; and articles of apparel, footwear, headgear and other articles in these materials or products, rendered useless, except for purposes of demonstration, by slashing, perforation, indelible marking, or by any other effective method;

(C) The following articles provided that they are of non-precious materials and are affixed to cards or are put up as samples in the manner usual in the trade and that there is not more than one of each size or kind:

  (i) nails, tacks, staples, hook nails, cramps, studs, spikes, screw hooks and screw rings, rivets, drawing pins, bolts, and nuts (including bolt ends and screw studs), coach screws, screws, cotter pins, cotters, taper pins and the like;

  (ii) small articles of general use as accessories or ornaments for clothing, such as buttons, studs, cuff-links, etc.

(D) Other samples which cannot be put up as samples of negligible value in accordance with sub-paragraphs (A) to (C), inclusive, above, and which consist of:

  (i) *non-consumable goods* (which are demonstrated merely by being displayed, e.g. cigarette lighters, propelling pencils, etc.), of a value not exceeding the equivalent of one United States dollar and provided there is not more than one sample of each kind or quality in a consignment.

  (ii) *tobacco and spirits (other than perfumed spirits).* Where the duty does not exceed 1s. per sample with a limit of £1 duty under any one tariff description in a consignment;

  (iii) *consumable goods other than tobacco and spirits included in (ii) above*: foodstuffs, beverages, perfumes, chemical products, etc. (which are destroyed by eating or drinking, testing, analysis, etc. in the course of demonstration) of a value not exceeding the equivalent of one United States dollar, even if they consist wholly or partly of samples of the same kind or quality, provided the quantity and the manner in which they are put up preclude their being used otherwise than as samples.

(It is to be borne in mind that the general licence/authorization is limited to goods liable to duties with (a) or (c) licensing provisions.)

2. *Procedure:*

(1) *Importations not in baggage.* – Where the samples concerned are being imported otherwise than in passengers' baggage, the package in which they are contained should bear a declaration as follows:

> 'Samples of negligible value exempt from duty and tax under Notice No. 1081.'

If the transaction is in order, the samples will be admitted without the lodgment of the normal entry or other formality.

(2) *Importations in baggage.* – Where the samples are imported in baggage, an oral claim for exemption under the concession should be made to the Preventive Officer. The importer, if he is not the Irish manufacturer concerned, should have in his possession

(Continued on next page)

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the written authority of the latter to act in his behalf. Entry or other formality is not required.

Part III. Dutiable or taxable samples not of negligible value

(3) *Individual licences and authorizations.*—Whilst these samples are not covered by the duty- and tax-free concession, it is open to the manufacturer to seek from the Department of Industry and Commerce an individual duty-free licence and from the Commissioners an authorization waiving turnover/wholesale taxes (if not registered for tax purposes) and if the licence and authorization (if latter required) are issued, the following facilities will be available.

4. *Procedure:*

(1) *Importations not in baggage.*—Where the samples are being imported otherwise than in baggage, the package in which they are contained should bear a declaration as follows:

'Samples being imported under Notice No. 1081'.

The licence and authorization (where latter is necessary) together with the pro-forma invoice or other advice giving particulars (including value) of the goods and quoting the importer's turnover/wholesale tax registration number (if registered) should be produced to the Customs. If the transaction is in order, the goods will be cleared without entry or other formality.

(2) *Importations in baggage.*—Where importation is taking place in baggage, the importer should declare the goods as samples of the kinds referred to in Part I, produce to the Preventive Officer the licence, authorization (where necessary) pro-forma invoice or other advice giving particulars (including value) of the goods and quoting the tax registration number (if the importer is registered). If the importer is not the Irish manufacturer concerned, he should have in his possession the latter's written authority to act in his behalf. The Preventive Officer will retain the invoice or other advice and, if the transaction is in order, will admit the samples without entry or other formality.

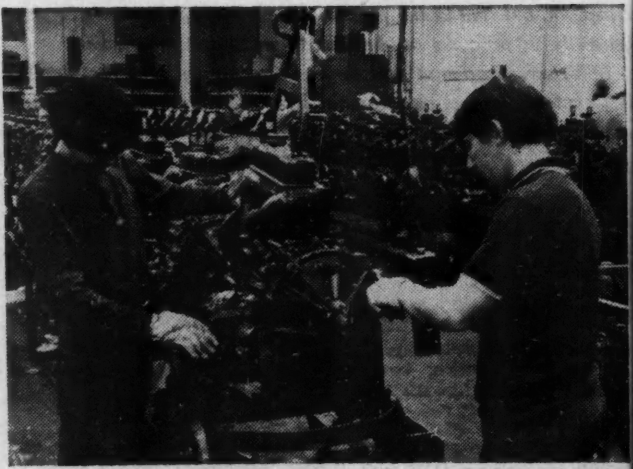
Part IV. Duty- and tax-free samples

5. Where the package containing the samples bears a declaration that they are 'samples being imported under Notice No. 1081' they will be admitted without entry or other formality.

Part V. Import prohibitions and restrictions

6. The concessions set out above do not affect the application of import prohibitions or restrictions and importers would do well to see that the ordinary requirements in this regard are complied with. Particulars of prohibitions and restrictions will be found at the beginning of the Customs and Excise Tariff.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).



The 100,000th British Leyland Motor Corporation export engine packed by J. Hickman & Son (Brierley Hill) Ltd., was cased and sent on the first leg of its journey overseas on July 10. In all, Hickman now handles packing work for a total of about 1,500 BLMC engines for overseas markets each week.

EUROPEAN FREE TRADE ASSOCIATION

Deferment by Austria and Switzerland of certain tariff reductions

THE EFTA Member States have now agreed that Austria and Switzerland may defer until December 31, 1969 the elimination of the remaining 40 per cent of the basic duty on the following products:

Brussels Nomenclature Number	Description of goods
Imported into Austria:	
Chapter 17.	
ex 17.04	Sugar confectionery, not containing cocoa, other than the following: fondant, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more by weight.
Chapter 18	
ex 18.06	Chocolate, and other food preparations containing cocoa.
Chapter 19	
ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry.
Imported into Switzerland:	
Chapter 17	
ex 17.04	Sugar confectionery, not containing cocoa, other than the following: fondant, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more by weight.
Chapter 19	
ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry.

Details of this provision were first published in the *Board of Trade Journal* on December 24, 1964 and later extensions of these deferments were announced on August 8 and December 12, 1965, September 2, 1966 and November 24, 1967.

EUROPEAN ECONOMIC COMMUNITY

Temporary suspension of import duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L151 dated June 30, 1968 contains the text of a Regulation and a Decision authorizing the partial and temporary suspension of import duties on a number of items being imported into the EEC. Details of these items are given below.

Regulation (CEE) No. 812/68 suspends, at the rate indicated, the common customs tariff applicable to the following goods. This suspension is valid for the period of July 1, 1968 to June 30, 1969.

Common Customs Tariff No.	Description of goods	Rate at which suspended
08.02 D	Grapefruit	7·2%
20.06 B II a 2	Grapefruit segments, without alcohol, with added sugar, in immediate packings with a net content of over 1 kg.	18·4% (1)
20.06 B II c	Grapefruit segments, without alcohol, with added sugar, in immediate packings with a net content:	
ex 1 cc	of 4·5 kg. or more	18·4%
ex 2	of less than 4·5 kg.	18·4%
20.07 B III	Grapefruit juice (of a density equal to or less than 1·33 at 15°C)	17·1% (1)
ex 28.40 B II	Dicalcium phosphate with a fluorine content of less than 0·2% and an iron content of more than 0·01%	9·6%
ex 29.02 A II	Methyl bromide for agricultural use (2)	17·0%
42.03 B III	Gloves, including mittens, other	15·2%
ex 60.03	Stockings, of synthetic fibres, finished or not	17·6%
ex 60.05 A II	Bathing costumes	16·8%
ex 60.05 A II	Outerwear for babies	16·8%
ex 60.06 B	Bathing costumes	16·0%
ex 61.01	Outer garments for men, of synthetic fibres	16·0%
ex 61.02 B	Outer garments for women, of synthetic fibres	16·0%
ex 61.02 B	Bathing costumes	16·0%
ex 70.05	'Horticultural' glass (2)	8% with a minimum charge of 0·8 u.c. per 100 kg. gross weight (3)
ex 76.03	Aluminium strips for venetian blinds	12·0%
ex 76.06	Aluminium irrigation pipes	15·2%

(1) The application of the suspended duty does not preclude the possible collection, in addition, and conforming to the arrangements in force in the sector of processed products with a fruit and vegetable base containing added sugar, of a levy on sugar corresponding to the import levy on sugar to and applicable to the quantity, expressed in sucrose, of the various sugars contained in this product.

(2) Inclusion in this sub-heading is subject to conditions to be determined by the competent authorities.

(3) u.c. = Unite de compte (present value 1 US dollar).

Decision No. 68/270/CEE authorizes, for the period July 1, 1968 to December 31, 1968, the total suspension of the common customs tariff applicable to certain types of tyres intended for use in the maintenance of aircraft.

The texts of the above Regulation and Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for rice

THE TEXTS of the following Regulations which affect trade in the rice sector in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 883/68 modifies from July 2, 1968 the levies applicable to the import of processed products with a cereal or rice base (*Journal Officiel* No. L155 dated July 3, 1968).

Regulation (CEE) No. 934/68 fixes the threshold price for polished rice for the 1968/1969 marketing year (*Journal Officiel* No. L162 dated July 11, 1968).

Regulation (CEE) No. 935/68 fixes for the 1968/1969 marketing year, the amounts to be taken into consideration for the adjustment of import levies and export refunds fixed in advance for paddy rice, polished long grain rice and semi polished rice (*Journal Officiel* No. L162 dated July 11, 1968).

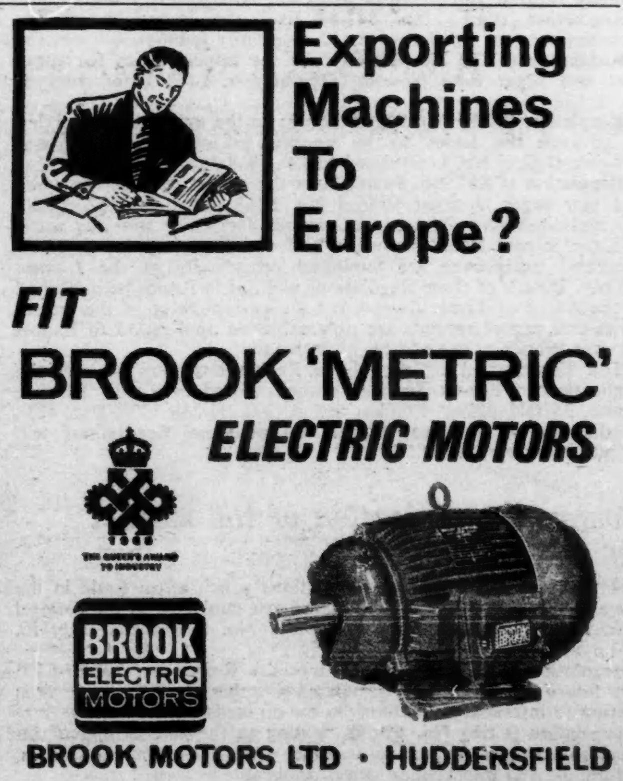
Regulation (CEE) No. 936/68 determines the marketing centres for rice, other than Arles and Vercelli, for the 1968/1969 marketing year (*Journal Officiel* No. L162 dated July 11, 1968).

Regulation (CEE) No. 937/68 modifies Regulation No. 470/67/CEE (see *Board of Trade Journal* dated September 22, 1967, page 727) in so far as it concerns the qualities and quantities of paddy rice taken over by the intervention organizations (*Journal Officiel* No. L162 dated July 11, 1968).

Regulation (CEE) No. 962/68 modifies the levies applicable to imports of processed products with a cereal and rice base (*Journal Officiel* No. L164 dated July 13, 1968).

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

(EEC, *continued on next page*)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EEC, *continued*

Common organization of the market for cereals

THE TEXTS of the following Regulations which affect trade in the cereals sector in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 883/68 modifies from July 2, 1968 the levies applicable to the import of processed products with a cereal or rice base (*Journal Officiel* No. L155 dated July 3, 1968).

Regulation (CEE) No. 956/68 concerns further methods of application of the arrangements relative to the denaturation of soft wheat and rye for bread (*Journal Officiel* No. L164 dated July 13, 1968).

Regulation (CEE) No. 957/68 fixes the denaturation premium for soft wheat for the 1968/1969 marketing year (*Journal Officiel* No. L164 dated July 13, 1968).

Regulation (CEE) No. 962/68 modifies with effect from July 13, 1968 the levies applicable to imports of processed products with a cereal and rice base (*Journal Officiel* No. L164 dated July 13, 1968).

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for sugar

THE TEXTS of the following Decision and Regulations which affect trade in the sugar sector in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

Decision 68/273/CEE completes Decision No. 68/183/CEE enabling certain administrative methods within the framework of the common organization of the agricultural market to be carried out (*Journal Officiel* No. L156 dated July 7, 1968).

Regulation (CEE) No. 846/68 fixes the import levies for white and raw sugar (*Journal Officiel* No. L152 dated July 1, 1968).

Regulation (CEE) No. 847/68 fixes the import levies for molasses (*Journal Officiel* No. L152 dated July 1, 1968).

Regulation (CEE) No. 849/68 fixes the import levies for sugar beet and sugar cane (*Journal Officiel* No. L152 dated July 1, 1968).

Regulation (CEE) No. 922/68 relates to the application of fixing in advance the levies to be applied to imports of molasses (*Journal Officiel* No. L160 dated July 9, 1968).

Regulation (CEE) No. 948/68 fixes the export refunds for white and raw sugar (*Journal Officiel* No. L163 dated July 12, 1968).

Regulations fixing the export refunds for white and raw sugar and the import levies for white and raw sugar, molasses, sugar beet and sugar cane are published periodically in the *Journal Officiel*. Details of these Regulations will not in future be published in the *Board of Trade Journal* but the current rates of the import levies and export refunds are obtainable on application to Export Services Branch at the address given below.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for oils and fats

THE TEXTS of the following Regulations which affect trade in the oils and fats sector in the EEC have been published in the *Journal Officiel des Communautés Européennes* No. L161 dated July 10, 1968.

Regulation (CEE) No. 919/68 modifies Regulation 282/67/CEE (see *Board of Trade Journal* dated October 6, 1967, page 863) relating to intervention methods in the oil seeds sector.

Regulation (CEE) No. 920/68 relating to the determining of intervention centres for oil seeds, other than the principal centres, and the derived intervention prices applicable to them.

Regulation (CEE) No. 921/68 determines for the 1967/1968 marketing year the intervention centres for sunflower seeds, other than the principal centres, and the derived intervention price applicable to them.

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Trade in agricutural products listed in Annex II to the Treaty of Rome

THE *Board of Trade Journal* dated May 24, 1968, page 1616, contained an announcement about a Proposed Regulation setting up a common organization for the market in those agricultural products coming under Annex II to the Treaty of Rome which are not covered by any of the specific common market organization arrangements. This Proposed Regulation has now been approved and its text, Regulation (CEE) No. 827/68, has been published in the *Journal Officiel des Communautés Européennes* No. L 151 dated June 30, 1968. The Regulation will cover the products listed below and is applicable from July 1, 1968.

Common Customs Tariff No.	Description of goods
ex 01.01	**Live horses, asses, mules and hinnies, excluding horses intended for slaughter.**
01.02	**Live animals of the bovine species:**
	A. Of domestic species:
	I. Pure bred, for breeding (a).
	B. Other.
01.03	**Live swine:**
	A. Of domestic species:
	I. Pure bred, for breeding (a).
	B. Other
01.04	**Live sheep and goats:**
	A. Of domestic species:
	I. Sheep:
	(a) Pure bred for breeding (a).
	II. Goats.
	B. Other.
01.06	**Other live animals.**
02.01	**Meat and edible offals of the animals falling within heading No. 01.01 to 01.04, fresh, chilled or frozen:**
	A. Meat:
	ex I. Of asses, mules and hinnies.
	II. Of animals of the bovine species:
	(b) Other.
	III. Of swine.
	(b) Other.
	ex IV. Other, excluding meat of domestic sheep.
	B. Offals:
	I. Of horses, asses, mules and hinnies.
	ex II. Of animals of the bovine species and of swine other than of the domestic species.
	ex III. Other, excluding sheep's offals not intended for the manufacture of pharmaceutical products.
02.04	**Other meat and edible meat offals, fresh, chilled or frozen.**
02.06	**Meat and edible meat offals of all species (excluding poultry liver), salted or in brine, dried or smoked:**
	C. Other:
	ex II. Not specified, excluding meat and offals of domestic sheep.
04.05	**Birds eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not:**
	A. Eggs in the shell, fresh or preserved:
	II. Other eggs.
	B. Eggs not in the shell and egg yolks:
	II. Other.
05.04	**Guts, bladders and stomachs of animals (other than fish), whole or in pieces.**
ex 05.15 B	**Animal products not elsewhere specified or included; dead animals of Chapter 1, unfit for human consumption.**
ex 07.05	**Dried leguminous vegetables, shelled, whether or not skinned or split, excluding those intended for sowing.**
ex 07.06	**Jerusalem artichokes, and other similar products with a high inulin content, sweet potatoes, fresh or dried, whole or sliced; sago pith.**
ex 08.01	**Dates, mangoes, mangosteens, avocados, guavas, coconuts, Brazil nuts, cashew nuts, fresh or dried, shelled or not.**
ex Chapter 9	**Tea and spices excluding mate.**
11.03	**Flours of leguminous vegetables falling within heading No. 07.05.**
11.04	**Flours of the fruits falling within the headings in Chapter 8.**
11.08 B	**Inulin.**
12.07	**Plants, and parts of plants, seeds and fruit of the kind used primarily in perfumery, pharmacy or for insecticidal, fungicidal and similar purposes, fresh or dried, whole, cut, crushed or pulverized.**
12.08	**Locust beans fresh or dried, whether or not crushed or pulverized; fruit kernels and other vegetable products of a kind used primarily for human consumption, not falling within any other heading.**
12.09	**Cereal straw and husks, unprepared, or chopped but not otherwise prepared.**
ex 12.10	**Mangolds, swedes, fodder roots; hay, lucerne, sainfoin, clover, forage kale, lupines, vetches and similar forage products, excluding green dehydrated forage flours.**
ex 15.02	**Fats of the capine species, raw or rendered down, including fats known as 'premiers jus'.**
15.03	**Solar stearin; oleo-stearin, oil of lard and oleo-margarine, not emulsified, without any mixture or preparation.**
ex 16.01	**Sausages and the like, of meat, offal or blood, excluding those containing meat or offals of the porcine, ovine or bovine species.**
ex 16.02	**Other preparations and preserves of meat or offals:**
	ex A. Of liver, other than of the porcine, bovine or ovine species.
	ex B. Other, excluding those containing meat or offals of poultry or of the porcine, bovine or ovine species, domestic.
16.03	**Meat extracts and juices.**
18.01	**Cocoa in beans and brokens of beans, raw or roasted.**
18.02	**Shells, peel, skins and waste of cocoa.**
22.07	**Cider, perry, hydromel and other fermented drinks.**
23.01 A	**Flour and powders of meat and offals unfit for human consumption; cracklings.**
ex 23.02	**Brans, re-mouldings and other residues of crushing, milling or other treatments of leguminous grains.**
ex 23.03	**Brewing and distillery draff; residues of starch manufacture and similar residues.**

Common Customs Tariff No.	Description of goods
23.06	Vegetable products of the type used for feeding animals, not specified or included elsewhere: ex A. Horse chestnuts, Indian chestnuts and fruit dregs excluding grape marc:. B. Other.
23.07	Forage preparations with molasses or sugar and other feedingstuffs prepared for animals; other preparations used in feedingstuffs (additives, etc.): A. Products known as 'solubles' of fish or whales. ex B. Other, excluding products containing, separately or together, whether or not mixed with other products, glucose or glucose syrup coming under sub-headings 17.02 B and 17.05 B, products containing starch and milk products (b).

(a) Classification in this sub-heading is subject to conditions to be determined by the competent authorities.

(b) For the purposes of sub-heading ex 23.07 B, milk products will be understood as those products coming under tariff headings 04.01, 04.02, 04.03, 04.04 and sub-headings 17.02 A and 17.05 A.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for eggs

THE TEXTS of the following Regulations which affect trade in the eggs sector in the EEC have been published in the *Journal Officiel des Communautés Européennes* No. L162 dated July 11, 1968.

Regulation (CEE) No. 938/68 fixes as from July 14, 1968 the supplementary amount to be levied on imports from third countries of eggs in the shell.

Regulation (CEE) No. 939/68 fixes as from July 14, 1968 the supplementary amount to be levied on imports from third countries of egg products.

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Tariff quotas in the EEC

THE TEXTS of the following Decision and Regulation which affect tariff quotas in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

Decision No. 68/269/CEE establishes a Community tariff quota of 358,000 u.c. (u.c.=Unites de compte – present value one United States dollar) at a nil rate of duty for certain types of tyres intended for use in the maintenance of aircraft (tariff heading No. ex 40.11C.) has been allocated to the Member States in the following manner:

Germany	85,000 UC
France	13,500 UC
Italy	103,000 UC
Netherlands	151,000 UC
Belgo-Luxembourg Economic Union	5,500 UC

This quota is valid for the period January 1, 1968 to June 30, 1968 (*Journal Officiel* No. L151 dated June 30, 1968).

Regulation (CEE) No. 864/68 establishes a tariff quota at a nil rate of duty of 500,000 uc (uc = unites de compte – present value 1 US dollar) each for silk and silk waste (schappe) woven on hand looms (tariff heading no. ex 50.09) and cotton, woven on hand looms (tariff heading no. ex 55.09) for the period July 1, 1968 to December 31, 1968. All imports under this quota, which has been allocated on the basis set out below, must be accompanied by a certificate issued by the Indian Ministry of Commerce certifying that the goods are exported from India and are of Indian origin.

	ex 50.09	ex 55.09
Germany	105,000 UC	100,000 UC
France	75,000 UC	75,000 UC
Italy	55,000 UC	50,000 UC
Netherlands	20,000 UC	25,000 UC
Belgo-Luxembourg Economic Union	20,000 UC	25,000 UC

The remaining 225,000 uc for each of these tariff headings will be available to member countries who use 90 per cent or more of their original quota. Details of the method of allocation and of other conditions attached to the entire quota are available together with the French texts of the above Decision and Regulation from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

FRANCE

Imports of goods from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of July 10 announced the opening of the quotas for the import of British goods into France for the second half of 1968. Details are as follows:

I – *Quotas for which import licences will be examined as and when they are received.*

Applications for import licences for the following products, on form AC and accompanied by a pro-forma invoice, should be made to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris, 9e, from July 10, when they will be examined as and when they are received.

Quota No.	Tariff No.	Description
4	06–02 CII b2	Hothouse and greenhouse plants.
5	Ex 06–03	Cut flowers.
7	Ex 16–04, 17–02 F, 20–01, ex 20–02, ex 20–06, ex 21–07	Products of the food industry. (1)
19	23–07 ex B	Certain animal feeding stuffs and pet foods.
21	38–14 B ex I	Oil additives.
37	85–15 C II ex a	Assemblies containing crystal diodes, triodes or other crystal valves including transistors, constituting components of radio electric apparatus.
42	Ex 88–02	Light aircraft.
43	89–01 B ex I	Light boats and replacement parts.
53	Various	Miscellaneous (2).

(1) The methods of application for import licences for these products were laid down in a general notice to importers published in the *Journal Officiel* of January 26, 1963, page 923.

(2) This quota is reserved for the import of restricted goods which are not named in the agreement or in global quotas.

II – *Quotas to be administered in Britain.*

Applications for import licences for the following products may be submitted to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris, 9e, as from July 10, when they will be examined as and when they are received.

Import licence applications must bear in block letters the words 'Importations de Grande Bretagne Poste No. ......' and must be accompanied by a pro-forma invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are given below.

Quota No.	Tariff No.	Description and name of authority
14	Ex 20.04, ex 20.05, ex 20.06	Mincemeat and lemon curd – Food Manufacturers' Federation
15	Ex 20.05	Jams – Food Manufacturers' Federation
15 bis	Ex 20.05	Marmalade made from citrus fruit or ginger – Food Manufacturers' Federation
16	20.07A, ex B	Fruit juices – Food Manufacturers' Federation
17	Ex 21.01 Ex 21.07	Fruit and other essences –Essence Export Group
18	22.09 C ex I	Rum – Rum Importers' Association of Great Britain.

The methods of application for import licences for these products were laid down in a general notice to importers published in the *Journal Officiel* of January 26, 1963, page 923.

The attention of exporters is drawn to the regulations for the import of goods under bilateral quotas, published in the *Board of Trade Journal* dated April 12, 1968, page 1186.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

(FRANCE, *continued on next page*)

FRANCE, *continued*

Import restrictions on iron and steel

THE *Board of Trade Journal* of July 12 published on pages 133, 134 and 135 information about import restrictions on iron and steel items. The list of items covered by the short notice on page 135 are set out in List I below. The French *Journal Officiel* of July 12 announced that licence applications for all the relevant iron and steel items made in accordance with all the official French notices published so far apply to goods to be imported up to September 30, 1968. Although each application applies only to one country of origin and in principle to one product, certain items may be grouped as set out below in List II.

Importers are asked to attach to their licence applications all details judged by them likely to facilitate the study of their case. They must also supply value and weight of the goods imported by them during each of the two six-month periods of 1967. Proof of these importations must be provided by submitting all the necessary authentic documents. Applications concerning grouped items must have attached Declaration D3 and also state the total amount of imports for all iron and steel items for the same period. ECSC import applications sent before July 7, 1968, not accompanied by a statement of imports effected during the year 1967, will be considered void. Importers who have sent applications since July 7 without including these necessary documents, can forward the statements direct to the Direction des Industries du Fer et de l'Acier (DIFA), 101 rue de Grenelle, Paris, 7e, clearly marking the application registration number of the Direction des Douanes et Droits Indirects.

List I

Tariff No.	Description
73.06	Puddled bars and pilings; ingots, blocks, lumps and similar forms of iron or steel.
ex 73.07	Blooms, billets, slabs and sheet bars (including tinplate bars), of iron or steel; pieces roughly shaped by forging, of iron or steel:
	A. Blooms and billets:
	(i) Rolled.
	B. Slabs and sheet bars:
	(i) Rolled.
73.08	Iron or steel coils for re-rolling.
73.09	Universal plates of iron or steel.
ex 73.10	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made) hollow mining drill steel:
	A. Not further worked than hot-rolled or extruded.
	D. Clad or surface-worked (polished, coated, etc.):
	(i) Not further worked than clad:
	(a) Hot-rolled or extruded.
ex 73.11	Angles, shapes and sections of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not chilled, punched or made from assembled elements:
	A. Angles, shapes and sections:
	(i) Not further worked than hot-rolled or extruded.
	(iv) Clad or surface-worked (polished, coated, etc.):
	(a) Nor further worked than clad:
	(1) Hot rolled or extruded.
	B. Sheet piling.
ex 73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:
	A. Not further worked than hot-rolled, pickled or not.
	B. Not further worked than cold-rolled, pickled or not:
	(i) For the manufacture of tinplate (in coils).
	C. Clad, or coated or otherwise surface treated:
	(iii) Tinned:
	(a) Tinplate.
	(v) Other (coppered, artificially oxidized, lacquered, nickelled, varnished, clad, parkerized, printed, etc.):
	(a) Nor further worked than clad:
	(1) Hot-rolled.
ex 73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled:
	A. *Electrical* sheets and plates.
	B. Other sheets and plates:
	(i) Nor further worked than hot-rolled, pickled or not.
	(ii) Nor further worked than cold-rolled, pickled or not, of a thickness of:
	(b) 2 mm. inclusive to 3 mm. exclusive.
	(c) 0·50 mm. inclusive to 2 mm. exclusive.
	(d) Less than 0·50 mm.
	(iii) Not further worked than burnished, polished or glazed.
	(iv) Clad, coated or otherwise surface-treated:
	(c) Tinned.
	(d) Galvanized or lead-coated.
	(e) Other (coppered, artificially oxidized, lacquered, nickelled, varnished, clad, parkerized, printed, etc.).
ex 73.15	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14 inclusive:
	A. High carbon steel:
	(i) Ingots, blooms, billets, slabs and sheet bars:
	(b) Other.
	(iii) Coils for re-rolling; universal plates.
	(iv) Bars and rods (including wire rods and hollow mining drill steel) and angles, shapes and sections:
	(b) Not further worked than hot-rolled or extruded.
	(d) Clad or surface-worked (polished, coated, etc.):
	(1) Not further worked than clad:
	(aa) Hot-rolled or extruded.
	(v) Hoop and strip:
	(a) Not further worked than hot-rolled, pickled or not.
	(c) Clad, coated or otherwise surface treated:
	(1) Not further worked than clad:
	(aa) Hot-rolled.
	(vi) Sheets and plates:
	(a) Not further worked than hot-rolled, pickled or not.
	(b) Not further worked than cold-rolled, pickled or not, of a thickness of:
	(2) Of less than 3 mm.
	(c) Polished, clad, coated or otherwise surface-treated.
	B. Alloy steel:
	(i) Ingots, blooms, billets, slabs and sheet bars:
	(b) Other.
	(iii) Coils for re-rolling; universal plates.
	(iv) Bars and rods (including wire rod and hollow mining drill steel) and angles, shapes and sections:
	(b) Not further worked than hot-rolled or extruded.
	(d) Clad or surface-worked (polished, coated, etc.):
	(1) Not further worked than clad:
	(aa) Hot-rolled or extruded.
	(v) Hoop and strip:
	(a) Not further worked than hot-rolled, pickled or not.
	(c) Clad, coated or otherwise surface-treated:
	(1) Not further worked than clad:
	(aa) Hot-rolled.
	(vi) Sheets and plates:
	(a) *Electrical* sheets and plates.
	(b) Other sheets and plates:
	(1) Not further worked than hot-rolled, pickled or not.
	(2) Not further worked than cold-rolled, pickled or not, of a thickness of:
	(bb) Less than 3 mm.
	(3) Polished, clad, coated or otherwise surface-treated.
ex 73.16	Railway and tramway track construction material of iron or steel, the following: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates, rail clips, bed-plates and ties:
	A. Rails:
	(ii) Other:
	(a) New.
	B. Check-rails.
	D. Sleepers.
	E. Fishplates and chairs:
	(i) Rolled.

List II

Group number of the products	Tariff Nos.
Commercial steel:	
51 Semi-products.	73.06, 73.07 A I, 73.07 B I
52 Coils.	73.08
53 Bars.	73.10 A II, 73.10 A III, 73.10 D I a 2, 73.11A I b, 73.11 A IV a 1
54 Heavy angles, shapes and sections.	73.11 A I a 2, 73.11 B
55 Heavy and medium sheets and plates.	73.13 B I a
56 Light sheets and plates.	73.13 B Ib, 73.13 B I c, 73.13 B I d, 73.13 B IIb, 73.13 B II c, 73.13 B II d, 73.13 B III, 73.13 B IV e 2
57 *Electrical* sheets and plates.	73.13 A, 73.15 B VI a
58 Other finished products.	Other products of 73.06 to 73.13 and 73.16 as listed in the *Export Service Bulletin* of July 12, pages 25-27 and not included above
High carbon steels:	
60 Wire rod.	73.15 A IV b 1
61 Hoop and strip.	73.15 A V a
62 Other products.	Other products of 73.15 A listed in the *Export Service Bulletin* of July 12, pages 25-27 and not included above
Alloy Steel:	
63 Ingots and semi-products.	73.15 B I b 1, 73.15 B I b 2
64 Wire rod, bars and angles, shapes and sections.	73.15 B IV b
65 Coils, sheets and plates.	73.15 B III, 73.15 B VI b 1 73.15 B VIb 2 bb
66 Other products.	Other products of 73.15 B listed in *Export Service Bulletin* of July 12, pages 25-27 and not included above

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 260 of this week's issue.

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Amendment to Journal notice of July 12

THE FRENCH *Journal Officiel* of July 16 published an amendment to the tariff number which covers smoked cod for the purpose of imports to France under negotiated quotas and which was quoted in the *Board of Trade Journal* of July 12 (page 135). That notice should be altered to read:

Quota No.	Tariff No.	Product
2	03.02 B V a ex 2	Fillet of smoked cod: the balance of the quota, now opened, is three-quarters of the annual quota for 1968.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

SPAIN

Customs tariff

IN THE *Board of Trade Journal* of August 11, 1967, page 368, it was announced that parts or items imported into Spain for incorporation into capital goods or equipment to be manufactured there under joint Spanish/foreign assembly might, in approved cases, enjoy a reduction of 95 per cent of the customs duty payable, and in the *Board of Trade Journal* of November 3, 1967, page 1135, details were given of the procedure to be followed by applicants for this rebate.

The Spanish authorities have now approved the joint assembly of certain types of heater in the following terms, which will operate until June 20, 1970:

1. *Equipment affected:* Heaters for the petrochemical industry, of a circular type, equipped with tubes of carbon A/106 steel or similar, and with an area of radiation and convection.
2. *Foreign parts, components and auxiliary materials:* Parts which may be required to be imported for incorporation into the Spanish manufacture of these heaters will enjoy a 95 per cent reduction of the corresponding import duties, provided that there is a minimum of 85 per cent of Spanish content and that the value of imported parts does not in total exceed 15 per cent of the industrial price.

   The authorities will, in due course, publish specific resolutions describing in detail the parts to be imported at reduced rates of duty and establishing, within the limits mentioned above, the total percentage of foreign parts to be imported at such rates. In addition, they may fix a maximum percentage of finished products of foreign origin but of Spanish termination which may be incorporated into the joint assembly and be considered as Spanish products. The Ministry of Industry will, on judging each application for a specific resolution, report as to the category and quantity in which these nationalized foreign elements may be considered to be Spanish, without affecting the percentage of foreign parts authorized to be imported at the reduced rate of duty.
3. *Complete assemblies:* As from the entry into force of the first specific resolution, all tariff reductions and exemptions for these heaters will be suspended, and the Ministry of Commerce will at that time establish an import duty rate of 21.5 per cent on complete assemblies of the heaters.

The above provisions represent the second joint-assembly approval since publication of the original plans (the first was in connection with certain electric generators: details were given in the *Board of Trade Journal* of May 3, page 1387). However, it is understood that more approvals will shortly be issued.

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Importation of preserved foodstuffs

THE NEW Spanish regulations governing the importation into Spain of preserved, semi-preserved and other foodstuffs were summarized in the *Board of Trade Journal* of April 12, page 1193.

In the *State Gazette* of July 16, the Spanish authorities announced that the application of these regulations to the Canary Islands and the North African territories would be suspended until December 12, 1968. The regulations came into force on June 14, and continue to affect the Peninsula and Balearics.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Duties within quota limits

IN THE *State Gazette* of July 6, the Spanish authorities announced the following reductions in import duty within quota limits:

Tariff heading	Description	Quota (tons)	Import duty	Valid until
ex 73.07 B 4 a	Slabs, of iron or steel other than special, of weight greater than 1,000 kg. and of thickness greater than 120 mm . .	75,000	FREE	December 31, 1968
73.08	Iron or steel coils for re-rolling	175,000	Ptas. 800 per ton	December 31, 1968

Note: The duty shown against the second quota replaces both *ad-valorem* and anti-dumping duties.

GREECE

Amendment to advance deposit import regulations

A NOTICE was published on page 202 of last week's *Board of Trade Journal* about a recent Greek Council of Foreign Trade Decision numbered 42497/2768, changing, from two to four months, the minimum recovery period relating to the compulsory cash deposits payable by importers at the time of import approval. The position of passenger motor vehicles under the Decision has now been clarified. The new minimum recovery period of four months applies also, but in respect of these particular goods it will revert to two months on March 2, 1969.

YUGOSLAVIA

Changes in import regulations

THE BRITISH EMBASSY in Belgrade have reported that under items 295, 296 and 297 in the Yugoslav *Official Gazette* No. 25/68 of June 19, 1968 changes have been made with effect from June 20, 1968 in the import regime in Yugoslavia. These changes will presumably be restrictive in their effect. The goods concerned include tropical foodstuffs, various raw materials including cotton and jute, cotton yarns and fabrics (item 295); man-made fibres and yarns, automobiles and commercial vehicles, trailers, motor cycles, marine diesel engines, sporting boats, telephone exchanges, television receivers (item 296); wool fabrics, linen fabrics, fabrics of man-made fibres, stoves, sewing machines, transistor radio receivers, various domestic electrical appliances, toys with mechanisms (item 297).

Full details of the items affected can be obtained from the Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

BULGARIA

New trade marks and designs legislation

THE LAW for Trade Marks and Industrial Designs 1967 which repeals and replaces the old trade marks legislation and introduces a system of registration for industrial designs came into force in Bulgaria on January 1, 1968. An English translation of the Law is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

TURKEY

Global import quotas and liberalization lists

ON JULY 4, 1968, the Turkish authorities announced the twenty-first list of global quotas for the second half of 1968. Full details of the quota list are given below. Application to import under the quotas has to be made by Turkish importers before August 4, 1968. Against import licence applications importers are required to lodge the following cash guarantees, which are based on the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 30 per cent for importers' quotas.

(b) 10 per cent for industrialists' quotas (1 per cent only for the investment quotas of the State and Private Sectors).

Import licences will be valid for six months. Distribution of the funds under quota items 442 and 446 in the twentieth global quota list for the first half of 1968 will be made until October 4, 1968 and the requirement certificates to be issued thereunder will be effective for a period of three months as from the date thereon.

The validity of the liberalization lists for the first half of the year as published in the *Board of Trade Journal* on February 16, 1968 (pages 532-539), has been extended to the end of 1968, the cash guarantee and payment requirements remaining unchanged. It should be noted that 'AID' remarks in both the quota lists and the liberalization lists have been deleted.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Twenty-first quota list

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
1	05.15.10	Only poly-hybrid silk worm eggs. (Ministry of Agriculture*)	—	5	
2	08.01.20	Only coconut.			
	12.07.20	Vermuth leaves.			
	13.03.50	Pectin.			
3	08.01.30	Dates.			
4	09.01.11	Raw coffee beans. (Ministry of Customs and Monopolies*)	—	1,000	
5	09.04.10	Black pepper (whole)	25	5	
6	09.04.90	Only allspice			
	09.05	Vanilla			
	06.	Cinnamon and cinnamon-tree flowers			
	07	Cloves (whole)			
	08	Nutmeg; nutmeg shells, cardamom			
	09.10.10	Saffron			
	90	Other spices	10	10	
7	12.01.21	Copra	10	—	
8	13.01.10	Only henna	—	1	
9	15.02	Only lard. (Ministry of Commerce*)	—	1	
10	15.07	Fixed vegetable oils. (Ministry of Commerce*)	—	1	
11	15.05.10	Only pure lanolin			For medical preparations only.
	15.11.10	Only glycerin (codex quality)			
	28.08 28.42.42	Only pure chalk	30	5	
12	15.04.30	Only whale oil	20	5	
	15.07.11	Castor oil			
13	15.03.10	Only oleo-stearin			
	15.06.10	Fat obtained from horses, hippopotamuses, bears, rabbits, land-crabs, turtles, etc.			
	20	Neat's foot fat			
	30	Solid bone fat			
	40	Bone oil			
	90	Others			
	15.07.17	Palm oil			
	18	Coco oil			
	21	Palmist oil			
	31	Non-edible, fixed vegetable oils used in industry (excluding thymol)			
	15.10.10	Industrial oleic acids			
	15.12.10	Whale oil (hydrogenated)	200	10	
14	15.11.10	Glycerin			For the manufacture of agglomerated cork.
	35.03.11	Gelatine			
	12	Gelatine derivatives			
	20	Others			
	27.12	Vaseline			
	39.01	Synthetic resins	20	—	
15	18.01.10	Cocoa beans			
	18.04	Cocoa butter	250	—	
16	15.03.10	Oleo oils			For baby food manufacturing only.
	90	Others			
	15.07.18	Coco oil			
	15.07.17	Palm oil			
	17.02.10	Only industrial quality impure lactose	30	—	
17	28.47.35	Sodium bichromate			
	36	Potassium bichromate	—	1	
			(1,000 dollars)		
18	15.07.11	Castor oil			
	15.10.10 29.14.30	Industrial oleo-acids			For grease manufacturers.
	15.12.90	Hydrogenated castor oil	200	—	
	38.03.20	Activated diatomite			
19	23.07	Vitamins, antibiotics, isominerals, medical preventives and other additives for animal feed and fodder. (Ministry of Agriculture*)	80	—	
20	25.03.10	Refined sulphur			
	20	Sulphur: insoluble in carbon sulphide	—	1	
	90	Others. (Ministry of Industry*)			
21	25.03.20	Insoluble sulphur			For automotive tyre re-capping material manufacturers.
	28.02.30	Colloidal sulphur	10	—	
22	25.17.20	Only flintstone	7	1	For ceramics manufacturers.
23	25.23.12	Portland cement. (Ministry of Industry*)	—	1	
24	25.07.20	Bentonite			
	25.07.90	Others			
	28.22.10	Manganese dioxide	60	—	
	90	Others			
	38.01.10	Artificial graphite			
25	25.24	Asbestos			For manufacturers of asbestos cement pipes.
	59.17.29	Only special fabrics for asbestos industries	450	—	
	74.11	Copper wire fabrics (including endless belting type) meshes and screens			
26	15.07.11	Castor oil			
	25.24	Asbestos			
	38.19	Chemical products and preparations of the chemical and associated industries, not mentioned elsewhere in the Customs Tariff, (excluding pigment binders, hot and cold patches for automotive type tubes and gumlastic, admixtures of locally produced plastifiers			For vinyl asbestos thermoplastic flooring tile manufacturers only).
	39.02.11 to 29	Liquid and paste form products and others (excluding polyesters sheets, homopolymer, polyvinyl acetate and copolymers thereof)			
	28.25.00	Titanium oxides	200	—	
27	25.24	Asbestos (for industries other than those manufacturing asbestos cement pipes and vinyl-asbestos thermoplastic floor tiles)	150	—	
28	27.04.10	High quality coke coal			For carbide and ferro-industries.
	38.19.27	Sodenberg paste only	150	1	
29	27.10	Only naphtha			
	27.10.11	Gasoline (except aviation gasoline)			
	21	Kerosene			
	31	Gas oil			
	41	Light fuel-oil No. 4, marine diesel)			
	42	Medium grade fuel-oil (No. 5)			
	43	Heavy grade fuel-oil (No. 6)			
	49	Others. (Minister of Power and Natural Resources*)	—	1	
30	27.12	Vaseline			
	28.30.30	Only pure ammonium chloride	25	10	
31	27.07	Products of petroleum cyclization or similar processes (for synthetic board manufacturers with surface hardening facilities)	10	—	
32	26.01.77	Of titanium ores: only rutile			For electrode manufacturers only.
	44.12	Only wood flour			
	47.01	Only cellulose powder	30	—	
33	27.07.10	Creosote oils	1	—	
34	27.11.30	Liquid petroleum gases (LPG). (Ministry of Power and Natural Resources*)	—	1	
35	28.08.10	Sulphuric acid (chemically pure)			
	28.09.10	Only nitric acid (chemically pure).			
	28.09.20	Nitrosulphuric acid			
	28.16.20	Aqeous ammonium solution (codex or purer)			
	28.35	Only sulphides (chemically pure)	6	5	
36	28.17.11	Sodium hydroxide (caustic soda, chemically pure)			
	12	Sodium hydroxide (caustic soda)	200	25	
37	28.17.21	Potassium hydroxide.			
	22	Sodium peroxide.			
	23	Potassium peroxide.	40	10	
38	28.21	Chromium oxides and chrome hydroxide (excluding chromic acid and chrome trioxide).			
	28.46	Only borax (codex quality).			
	28.47	Chromates (excluding sodium bichromate, zinc chromates and chemically pure chrome yellows).			
	28.47.39	Salts of metallic oxide acids	40	10	
39	28.23.10	Iron oxides (excluding synthetic iron oxide yellow and red pigment and natural iron oxides).			
	20	Iron hydroxide (excluding synthetic iron oxide yellow and red pigments and natural iron oxides).	10	5	
40	28.25.00	Titanium oxides			For liquid surface coating material manufacturers.
	29.15	Plastifiers (excluding those locally manufactured)			
	32.06	Pigments and dye-stuffs used in colouring plastic masses (except those of nitro-cellulose base)			
	32.07.29	Other colouring matter (excluding pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide,			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
		or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxide iron oxides, zinc chromate and chrome yellows).			
	38.19	Other products and preparations of the chemical and allied industries not elsewhere covered in the Tariff (excluding admixtures of locally produced plastifiers).			
	39.02.11 to 29	Liquid and paste preparations, Blocks, particles, etc.	40	—	
41	28.31.10	Only calcium hypochlorite	1	—	
42	28.37.13	Ammonium sulphide and hyposulphide.			
	20	Other sulphides and hyposulphides	10	5	
43	31,02.20	Ammonium nitrate (for ammonium protoxide production)	10	—	
44	28.35.20	Sodium sulphide (for textile dye manufacturers). (Ministry of Industry*)	5	—	
45	28.42.13	Sodium carbonate (soda).			
	42	Precipitated calcium carbonate	350	20	
46	28.42.16	Lead carbonate (lead white)	25	5	
47	28.25	Titanium oxides			
	32.07.29	Other colouring matter (excluding pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments-containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxide, zinc chromate and chrome yellows).	100	15	For requirements other than paint and leather and vinyl-asbestos flooring materials manufacture.
48	28.47.36	Only potassium bichromate (for manufacture of wood preservative impregnation chemicals). (Ministry of Agriculture*)	1		
49	35.05.90	Only soluble starch.			
	13.03.40	Hops extract.			
	90	Others.			
	27.10.22	Only white spirit.			
	28.38.71	Iron sulphate.			
	73	Nickel sulphate.			
	28.49.10	Potassium-barium-platine cyanide.			
	20	Platinum salts and salts of other metals of platinum regime.			
	30	Silver nitrate.			
	40	Other silver salts and colloidal silver.			
	50	Others	50	10	
50	28.56.10	Silicon carbide (for the manufacturers of abrasives)	30	—	
51	29.01.42	Only xylol (for use in manufacturing agricultural pesticides). (Ministry of Agriculture*)	80	—	
52	29.14.41	Formic acid. (Ministry of Industry*)	30	5	
53	29.15	Polyacids, anhydrides, and others (excluding oxalic acid, acrylic acids and their anhydrides, halogenides peroxides; sodium salts, phthalic anhydride and plastifiers)	5	—	
54	29.15 39.01.11 12 14 to 29 39.02.11 to 29	Products and plastifiers produced through condensation, polycondensation, polymerization and copolymerization, for manufacturing electrical materials, plastifiers (excluding alkyd resins and modified or unmodified, or polyester resins and locally produced plastifiers) (manufacturers of plastic pipes may not benefit from this quota)	80	—	
55	29.02.21 50	Pure lindane and technical BHC (excluding less than 16% gamma isomer contents quality). (Ministry of Agriculture*)	100	—	
56	30.03.11	Procaine penicillin with aluminium monostearate.			
	13	Chloromicetyn and derivatives.			
	14	Oreomycin, terramycin and derivatives.			
	15	Tyrothrycin and salts.			
	16	Bacytracin and salts.			
	17	Erythromycin and salts.			
	18	Neomynine and salts.			
	21	Polymixin and salts.			
	22	Canamycin and salts.			
	23	Viomycin and salts.			
	24	Cyclocerin and salts.			
	25	Colymycin and salts.			
	26	Groseofulvine and salts.			
	42	Secondary products.			
	43	Tertiary products.			
	39	Others (excluding penicillin-streptomycin mixtures and oral antidiabetics). (Ministry of Health*)	—	350	
57	30.03.42	Secondary preparations.			
	43	Tertiary preparations. (Ministry of Agriculture*)	—	40	
58	30.04.90	Only medicated gauze and cotton.			
	10	Medicated oil cloth and sticking plasters.			
	20 90	Other (excluding surgical plastic tapes, cloth plasters and bandages).			
	30.05.10	Sterile surgical catgut.			
	50.08	Only silk threads catgut. (Ministry of Health*)	—	15	
59	34.07.10	Dental impression wax	—	10	
60	32.05 06 07	Pigments, dyestuffs and other colouring plastic and rubber masses used in plastic and rubber industries (excluding pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxides, iron oxides, zinc chromate and chrome yellows, and those of nitrocellulose base)	50	—	
61	32.05.21	Sulphurous dyes (excluding Sulphur Black 1, Sulphur Blue 11, Sulphur Brown 12, Vat Green 7 and equivalent to Colour Index)	10	—	
62	32.05.22	Direct dyes (excluding Direct Yellow 27, Direct Red 81, Direct Blue 74, Direct Brown 95, Direct Black 22, Direct Black 38, Direct Green 6, Direct Red 28, Direct Brown 2, Direct Blue 2, and equivalents to Colour index).			
	35.05.26	Acid dyes (excluding Acid Red 35, Acid Black 24, Acid Red 27, Acid Orange 7 Acid Black 1, Acid Red 1, Acid Blue 92, and equivalents to Colour index)	200	40	
63	32.05.27	Mordant dyes (chrome dyes) (excluding Mordant Yellow 8, Mordant Orange 37, Mordant Red 7, Mordant Blue 13, Mordant Green 17, Mordant Brown 33, Mordant Brown 15, Mordant Black 11, and equivalents, to Colour index)	60	—	

(*Continued on next page*)

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TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
64	32.06.10	Synthetic colour lakes (except nitro-cellulose base and those containing more than 50% fillers)			
	20	Others (except nitro-cellulose base).			
	32.07.10	Ultramarine	40	10	
65	32.07.29	Only inorganic metallic origin colours (excluding zinc chromate and chrome yellow)			For cosmetics manufacturing only.
	32.09.12	Only cellulose varnish			
	15.05.10	Only pure lanolin	10	—	
66	32.09.19	Chloro-rubber varnishes	10	5	
67	32.09.13	Only synthetic varnishes			For factories with fibreboard lacquering facilities.
	25	Only synthetic dyes	30	—	
68	32.09.12	Cellulose varnish (for Tiefdruck and offset presses)	15	—	
69	32.09.19	Varnishes for caoutchouc and other rubber industry	20	—	
70	32.09.19	Special varnish (for factories manufacturing enamelled wires)	60	—	
71	32.09.19	Special varnish (for metal printing houses)	40	—	
72	32.09.24 29	Only cellulosic nacre dyes (for perfumery and button industries)	10	—	
73	32.09.29	Only light-reflecting paints	—	10	
74	32.09.29	Only finishing dyes for textile industry	20	—	
75	32.09.12, 13, 19, 24, 25	Only stencil lake			For textile industries filmdruckpresses
	35.06.20	Only ultrafix			
	37.02.22	Only photographic films (unexposed)			
	38.19	Only ultrasol hardener	150	—	
	11.03.12	Only carboxymethyl cellulose			
	39.05	Only natural resins modified by melting (Ultrasol)			
	40.06.29 40.08 40.14.29	Only squeegee rubbers			
	82.03	Only squeegee files			
	59.17.11	Silk screen cloth			
	12	Synthetic fibre screens			
	73.27.10	Only steel wire fabric			
76	32.09.12 13 19 24 25	Only stencil lake			For textile industries without filmdruck facilities.
	39.03.12	Carboxymethyl cellulose			
	59.17.11	Silk screen gauze			
	12	Synthetic fibre screens			
	40.06.29 40.08 40.14.29	Only squeegee rubbers			
	82.03	Squeegee files	30	—	
77	32.10.00	Paints (excluding water colours in tablet or tube forms)	—	5	
78	32.13.21	Only india ink.			
	23	Only copying ink.			
	25	Only duplicator ink (except black).			
	29	Other inks	—	5	
79	32.13.22, 29	Concentrate ink (for pen ink and india ink manufacturers)	20	—	
80	32.13.24	Ball point pen ink	15	—	
81	33.01.22	Mint	5	—	
82	33.01.23	Citronelle			
	24	Citron.			
	25	Melisse (Melissa aromatica).			
	26	Ylang-Ylang.			
	29	Others.			
	33.02	Terpenic by-products of deterpanation of volatile oils.			
	33.04	Volatile oils.			
	33.05.90	Others	70	15	
83	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol sulphonates, 'alkylarilsulphonate' pigment binders).			For manufacturers of leather and textile auxiliary preparations.
	15.04.30, 90	Whale oil, other sea mammal oils	120	—	
	15.07.11	Castor oil			
	15.06.10	Fats of horses, hippopotamus, bear, rabbits, land crabs, turtles, etc.			
	20	Neat's foot oils			
	30	Bone fats			
	40	Bone oil			
	90	Others			
	28.17.12	Only caustic soda pellets			
84	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol alkylarilsulphonic acid, or their organic or inorganic salts, and pigment binders).	75	—	For manufacturers of other that agricultural pesticides.
85	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol alkylarisulphonic acid, and their salts with organic and inorganic bases, and pigment binders). (Ministry of Agriculture*)	300	—	For agricultural pesticide chemicals manufacturers.
86	35.01.10	Only renate caseine (for manufacture of sheet or rod gelalith)	25	—	
87	35.01.10	Caseine (for use in the manufacture of agricultural chemicals)	5	—	
88	35.03.11	Gelatine	10	5	
	12	Gelatine derivatives			
89	35.06.20	Other prepared glues and adhesives (excluding casein glue, hide and bone glues, fish glue, starch glue and dextrin, natural rubber solutions and polyvinyl acetate base adhesives, neoprene base synthetic rubber solutions, and any and all glues and adhesives in containers of 70 gr. or smaller) (cellophane base adhesives and binders excluded)	20	5	
90	35.06.20	Other adhesive products			For cable sleeve and lug manufacturers.
	38.19 39.01.11 to 29	Only synthetic resins and hardeners (excluding mixtures of locally manufactured plastifiers)			
	40.05	Only unvulcanized rubber strips	20	—	
	48.15.90	Only carbonized papers			
91	38.10 39.02.11 to 29 39.01.11 to 29	Only ion exchangers	40	10	
92	37.01.21 to 29	Sensitized, unexposed, photographic plates and sheet films	40	40	$20,000 of Industrial Quotas for film process printers.
	37.02.22	Photographic films (unexposed)			
	29	Others			
93	37.02.21	Unexposed cinematographic films (uninflammable safety types only)	50	10	
94	37.03.19	Undeveloped photo-recording sensitized papers for cardiological recorder apparatus. (Ministry of Health*)	—	5	
95	37.03	Sensitized papers, cards and cloth (exposed or unexposed) but excluding undeveloped photosensitive papers, ozalid or similar papers)	—	75	
96	37.05	Exposed and developed negative and positive sheets, films and pellicules	—	5	
97	38.03.10	Activated carbons	50	—	
	90	Others			
98	38.03.20	Only diatomacious earth (Kieselguhr)	125	—	
99	38.14	Anti-knock preparations and others	—	20	
100	38.19	Cyanide compounds and salts and preparations used for hardening and tempering steel (for chain and drill bit manufacturers and for manufacturers that process bolts and nuts for surface hardening, and for manufacturers of cycles)	40	—	
101	38.19	Chemical products and preparations of the chemical and/or allied industries not elsewhere specified or included (excluding pigment binders, and cold and hot patches and gumlastic used on pneumatic tubes, metallic naphthanates and other metallic compounds of organic acids used as dryers, and mixtures of locally manufactured plastifiers, compositions used in surface cleaning of metals, and compositions containing more than 10% acetic or formic acid)	350	25	
102	38.19	Only chemical preparations for wood impregnation. (Ministry of Agriculture*)	1	—	
103	38.19	Additives for foundry industries (including preparations and derivatives)	20	—	
104	38.19.29	Only barium ferrite (for magnetic strip manufacturers only)	5	—	
105	39.02.16 26	Polyacrylic and polymethomethyacrylic derivative, clear, colourless acrylics and moulding powders, for dental practising only, chemical products and preparations used in dentistry (in special packings of up to 5 kg. maximum)	15	25	
106	34.02 38.12 38.19 39.02 39.03.12 to 31 33-39	Only auxiliary materials dressing and starching materials for textile industry (excluding those containing soap, dodecylbenzol sulphonate 'alkylaril solphonate' and pigment binders, sizing-agents of starch or dextrin and homo-polymer polyvinyl acetate and copolymers, and mixtures of locally manufactured plastifiers)	125	—	
107	34.02 38.12 38.19 39.02.11 to 29	Only binders for textile industry (excluding those containing soap, dodecylbenzol sulphonate 'alkylaril sulphonate' and homopolymer polyvinyl acetate and copolymers, and mixtures of locally manufactured plastifiers)	35	—	
108	39.01	Condensation, polycondensation and polyaddition products (excluding polyester plates, and alkyd resins – modified or unmodified, polyester resins and lakes (saturated polyester resins – whether or not containing all kinds of functional groups) included)			Sheets and plates produced by press bonding of artificial resin impregnated paper sheet (rtm Formica and equal) and all sponged plastics and binders excluded.

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
	29.15	Only plastifiers (excluding locally manufactured plastifiers)			$250,000 portion hereof is at the disposal of the Ministry of Industry.
	39.03.12 to 31 33.39	Liquid or paste products and others (cellulose nitrate 'nitro-cotton' and liquid products of same excluded)	800	—	
	39.04	Hardened albuminoids (excluding gelalith plate) and rods			
	39.05	Natural resins modified by fusion; others (excluding collophony resins)			
	39.02.11 to 29	Liquid and paste products and others (excluding polyester plates and homo-polymer polymers and more than 30% polyvinyl acetate content copolymers)			
109	39.02	Products of polymerization and copolymerization			
	39.03.31	Cellulose wrapping paper (other than heat-bonding types)			
	39.05.10	Liquid and paste products (emulsions, dispersions and solutions included)	20	—	For cellotape manufacture.
	21	Chemical derivatives of natural latex			
	29	Others			
	90	Others			
	40.06.22 29	Unvulcanized natural or synthetic latex in other states and forms			
110	29.15	Only plastifiers (except those locally manufactured)			
	38.08.10	Resinates			
	20	Cellophane			
	90	Others			
	39.02	Products of polymerization and copolymerization			
	39.05.10	Liquid and paste products (emulsions, dispersions and solutions included)	25	—	For medicated plaster manufacture.
	21	Chemical compositions of natural latex			
	29	Others			
	90	Others			
	40.06.22 29	Unvulcanized natural or synthetic latex in other states and forms			
	15.05.10	Only pure lanolin			
	48.07 48.15	Only impregnated paper			
111	38.19 39.01.11 to 29 39.02.11 to 29	Polymerization and copolymerization products; products and preparations of the chemical industries and/or allied industries not covered or mentioned elsewhere in the Tariff (for the chemical and plastics industries) (excluding homo-polymer polyvinyl acetate, more than 50% polyvinyl acetate containing copolymers, polyester resins, lakes, alkyd resins – modified or unmodified – and binders, mixtures of locally manufactured plastifiers (saturated polyester resins and lakes whether or not containing functional groups – included)	100	—	Sheets produced by press bonding of synthetic resin impregnated papers (Formica, etc.), sponged plastics and binders, excluded.
112	39.01.11 to 29 02.11.29 03.12.31 33.39	Only synthetic resins and cellulose derivatives (excluding alkyd resins – modified or unmodified – and polyester resins and lacquers)			
	39.05	Only chemical derivatives of natural latex (excluding homo-polymer polyvinyl acetate and copolymers)	175	—	For fibreboard, plywood, match, spool, caoutchouc factories only.
	39.06	Only special adhesives			
113	29.15	Only plastifiers (excluding locally manufactured plastifiers)			
	39.02.11- 29	Only polyvinyl alcohol			
	34.02	Surface-active preparations (excluding those containing soap, dodecylbenzol sulphonate 'alkylaril sulphonate', pigment binders)	100	—	For manufacture of polyvinyl acetate only.
	39.03.12.31 33.39	Only hydroxyethyl cellulose and carboxymethyl cellulose			
114	39.01 02 03 04 05 06	Only light reflecting sheet products used for traffic signs (excluding acrylic based plastics; sheets and bars of gelalith). (Highways Department*)	15	—	
115	39.01 02 03 04 05 06	Only light reflecting sheet products for traffic signs (excluding acrylic based plastics and gelalith plates and bars).	5	—	For manufacturing triangular traffic signs.
116	39.01.11- 29 39.02.11- 29 39.03.12- 31 33-39	Only synthetic resins and cellulose derivatives (excluding modified or unmodified alkyd resins, polyester resins and lakes			
	39.05	Only chemical derivatives of natural latex (excluding homo-polymer polyvinyl acetate and copolymers)	50	—	For manufacturers of synthetic caoutchouc solution of caoutchouc neoprene base; and artificial hides and insoles.
117	39.01.11- 29 39.02.11- 29	Only synthetic resins and cellulose derivatives (excluding alkyd and polyester resins and lacquers, modified or unmodified).			
	39.05 48.01 48.03 48.07 48.11	Kraft paper, cardboards, decorated papers, overlay, lincrusta, natron cellulose and silicon papers	500	—	For the manufacture of press-bonded laminated paper sheets with synthetic resin impregnation (rtm Formica and similar).
118	39.01	Only bakelized cardboard plates (excluding decorative plates).			
	39.03.32	Vulcanized fibre.			
	39.01	Only phenol-fibre plates	—	5	
119	39.02	Only polyvinyl butyral (for factories manufacturing laminar 'safety glass')	80	—	
120	39.02.11-29	Polyvinyl chloride, polystyrene, polyethylene (for factories manufacturing plastic separators for storage batteries)	30	—	
121	39.02.11-29	Polyvinyl chloride, polyethylene and polypropylene.			
	39.07.31	Plastic fittings.			
	35.06.20 40.06.29	Other adhesive preparations; others.			
	84.61	Only plastic valves (for manufacturers of plastic pipes and tubing to Turkish Standard TS.201 PVC pipes, TS.275 pressure pipes, TS.274 PVC pressure pipes and TS.418 waste water pipes)	350	—	
122	39.01.11-29	Liquid and paste products; other			For water meter manufacture.
	90.29.92	Bearing jewels	12	—	
123	39.02.31-39	Only plastic sheets and plates (for industries with vacuum moulding press) (excluding printed, decorated and relief surface sheets and acrylic sheet, rtm Formica sheets and similar)	20	—	
124	39.03.31	Cellulose wrapping paper (heat bonding type only)	50	—	
125	39.05.12	Only carboximethyl cellulose	20	—	
126	39.03.13, 34	Only celluloid and cellulose acetate sheets	50	—	For spectacle manufacture.
	70.15.11	Sunglass lenses			
	90.03.91	Only metallic parts of spectacle frames			
127	39.03.33 34 39	Celluloid cellulose acetate and cellulose nitrate sheets and tubes	40	5	
128	40.01.24	Only gum-lastic (for chewing gum manufacturers).			
	38.19 13.02.21	Gum-mastic	1	—	
129	40.06.22 29	Others (excluding natural latex adhesives, hot and cold tube patch rubbers, and homo-polymer polyvinyl acetate and copolymers, and synthetic rubber adhesives of neoprene base and cellophane-backed adhesives)	—	10	
130	40.02.12, 22	Synthetic latex (for manufacturers of textile sheets and belting)	10	—	
131	40.06.29 40.08.00 40.14.29	Door seal rubber strips for refrigerators (magnetic or other)	—	5	
132	40.07.10	Unsheathed (bare) rubber round filaments (square section filaments and No. 60 or larger diameter rounds excluded)	10	5	
133	40.11.11 12 13 21 22	Only automotive pneumatic tyres and tubes, of sizes, types and qualities not manufactured in Turkey. (bicycle tyres and tubes excluded) (motorcycle tyre and tubes included). (Ministry of Commerce*)	—	750	
134	40.11	Only bicycle tyres and tubes	—	10	
135	40.12.00 13.10 20	Medical goods (excluding babies' nipples, kitchen and industrial gloves, babies' bed-sheets and hot water bottles, ice bags, beach mattresses and pillows	—	5	
	40.16.10	Only X-ray protective aprons			

(Continued on next page)

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TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
136	40.14.21 29	Others (excluding babies' bed-sheets, white side-walls for automotive tyres, hot water bottles, ice bags, beach mattresses and pillows, floor mats for automobiles, etc., pedal rubbers and cold hot patches and cellular or sponge rubber sheets and foils, slide, yoke and bumper belting of all materials for textile machinery) (excluding multi-shuttle, super-strike whip type looms)	—	10	
137	40.01.21	Bovine hides, fresh (up to 15 kg.)	100	—	
	24	Bovine hides, dried (up to 9 kg.)			
	22	Calf hides, fresh (all types)			
	25	Calf hides, dried (all types)			
138	44.03.31 to 39	Veneer woods of species not grown in Turkey	20	—	
139	44.03.32	Balsam tree	—	2	
140	44.11.21	Wooden shoe nails (pegs)	—	5	
141	44.03.41, 42	Only pulp wood for pulp shredding (Ministry of Industry*)	1	—	
142	45.03	Articles of natural cork (excluding cork stoppers)	—	5	
143	45.04.10	Agglomerated unwrought cork in blocks, plates, sheets, tubes, rods and other elementary forms	40	10	
	20	Agglomerated cork articles			
144	48.01.21, 29	Papers of 50-55 gr/sq.m. substance. (Ministry of Industry*)	1	—	
145	48.01.30	Coloured papers for carbon paper manufacture	40	—	For carbon paper mfgr.
	48.03.20, 30	Parchment and imitation parchment papers			
146	48.01.40	Printing and stationery paper. (Ministry of Industry*)	—	1	
147	48.01.40	Printing and stationery papers (for gummed paper, millimetric graph-paper and similar special quality paper manufacture)	15	—	
148	48.01.40	Printing and stationery paper (for Ozalid manufacture)	40	—	
149	48.01.61	Hutbac (wrapping) paper (lighter than 19 gr/m²) (for exporters). (Ministry of Commerce*)	—	10	
150	48.01.61 62	Persulphite paper wrapping (for waxed paper manufacturers)	20	—	
151	48.01.50	Kraft paper. (Ministry of Industry)	2,500	—	
152	48.01.63	Cigarette paper in sheets (monopoly item)	180	—	
152	48.21.39	Filter paper for cigarette filters			
153	48.01.67	Cardboard in rolls, for statistics cards manufacture 155-180 gr/s.m. substance	50	—	
154	48.01.64	Blotting paper.			
	66	Drawing paper.			
	69	Other papers.			
	48.03.20, 30	Only parchment and imitation parchment papers.			
	48.05.20	Crepe paper.			
	30	Embossed paper.			
	90	Others.			
	48.06.10	Only graph papers for recording instruments.			
	48.07	Impregnated, coated, surface coloured, surface decorated or printed papers and paperboards (ecxluding carbon papers in rolls or sheets, of all sizes and colours, gummed papers, paraffin papers, leathergrain embossed paperboards, and flock papers)	100	20	
155	48.07	Only 'release' paper (for manufacturers of sponged imitation leather over jersey knit base, through transfer process)	25	—	
156	48.07.90	Only photostatic copy positive papers (non-sensitized) 90-100 gr/s.qm. substance and coated with thiourea and sodium formaldehyde bisulphide	—	10	
157	48.01.69 48.07.90	Decalcomania backing paper.			
	32.09.19	Special varnish for manufacturing decalcomania	25	—	
158	48.04	Only tarred kraft paper (for fertilizer plants)	35	—	
159	48.08.10	Paper-pulp filter-mass plates containing asbestos fibres (for filtering machines).			
	90	Others	—	5	
160	48.13.20	Stencils (waxed stencils used for duplication works)	—	15	
161	48.13.90	Other copying and duplicating papers (excluding carbon papers of all colours)	—	5	
162	48.15.90	Only cards for electro-magnetic calculators used with magnetic tapes			
	48.21.39	Cards for address printers.			
	48.08	Transfers intended for making impressions of letters, symbols and markings	—	15	
163	48.16.10	Packing boxes (for exporters only). (Ministry of Industry*)	—	1	
164	49.08.00	Only industrial transfers (decalcomania)	10	—	
165	49.11.21	Printed pictures and photographs.			
	29	Others	—	2	
166	51.01.10 51.03.10	Synthetic fishing net cords (for manufacturers of fishing nets)	200	—	
167	51.01.31 to 39 51.59 51.03.21	Cords of man-made continuous fibres	650	—	
168	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (tricot and jersey cloth industry) (except those of polyamide base, less than 200 deniers) (Union of Chambers)	100	—	
169	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (for tulle drapery industries, only) (except those of polyamide base, less than 200 deniers) (Union of Chambers)	275	—	
170	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (for flannel industries) (except those of polyamide base, less than 200 deniers) (Union of Chambers)	10	—	
171	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (for silk textile and other industries (except those of polyamide base, less than 200 deniers) (Union of Chambers)	75	—	
172	51.02.20	Only synthetic monofilament fishing lines (to meet the requirements of fishermen)	—	10	
173	51.02	Monofils, strips, and similar, of man-made and synthetic materials, suitable for weaving (excluding imitation catgut)	40	—	For tricot industries.
	52.01.10	Textile yarns spun with copper filaments			
	90	Others			
174	51.02	Monofils, strips and similar, of man-made and synthetic fibres (excluding imitation catgut) for brush and nylon zipper manufacture	15	—	
175	51.02	Monofils, strips and similar of man-made and synthetic fibres (excluding imitation catgut)	75	5	For silk textile indnstry.
	52.01.10	Textile yarns spun with copper filaments			
	90	Others			
	74.03.39	Other copper alloy filaments			
176	53.01.10	Merino wool (unclean) (grey). (At the disposal of the Ministry of Industry. Unused balance from XXth Quota for use within the term of the present quotas)	13,500	—	
177	53.02.80	Rabbit hair.			
	60	Other hairs for hat felt.			
	58.07.10	Chenille yarns.			
	20	Gimped yarns.			
	90	Others	25	5	
178	54.03.10	Flax yarn (metric No. 7 and finer)	15	10	
179	54.04.10	Shoe-sewing twine (metric No. 7 and finer)	—	5	
180	55.01.30	Long fibre cotton (Ministry of Commerce*)	1	—	
181	55.05.11 29	Netting yarns	—	5	
182	55.09	Special fabric for typewriter ribbon	40	—	For manufacturing typewriter ribbons only.
	32.07.29	Other colouring matter (excluding pigments produced through treatment of earth colours classified under heading 25.09 ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxides and hydroxides added with organic dyestuffs; lead oxides and iron oxides; zinc chromate and chrome yellows)			
	32.06.10	Only synthetic colour lakes (excluding nitrocellulose base lakes)			
	32.09.29	Other prepared colours			
	51.04.29	Nylon fabric for typewriter ribbons			
183	56.01 02 03 04	Man-made, discontinuous fibre suitable for weaving; tow. (Union of Chambers)	500	—	
184	57.02	Only manila hemp.			
	57.04.20	Only other fibres of sisal and agave species. (Ministry of Industry*)	150	—	
185	57.03	Only jute fibres. (Ministry of Industry*)	80	—	
186	57.06.10	Jute yarn. (Ministry of Industry*)	15	—	
187	59.05.10	Only fishing nets of synthetic cords and twines (for specific net requirements of fishermen and for distribution through Fishing Co-operatives) (Union of Chambers' certificate required, attesting to unavailability of local manufacture) (Ministry of Commerce*)	—	10	
188	59.07.10	Tracing cloth	—	1	
189	59.15.90	Fire hoses with rubber lined bore; whether or not impregnated outside	—	20	
190	59.15.30	Only flax hoses	—	10	
191	59.17.11	Silk screen gauze			
	12	Man-made and synthetic fibre screen gauze	50	—	
192	59.17.21	Only pressing bags of synthetic fibres.			
	29	Only special fabrics used in asbestos industry	40	—	
193	68.03.00	Processed oilstone and products of natural or agglomerated oilstones.			
	68.05.00	Manual whetting or polishing stones	—	10	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
194	66.04.20 82.02	Only marble and brick cutting saws	25	5	
195	68.06 68.15.90	Only wet sanding sandpaper and bonded, powder or granular abrasives (excluding emery sheets with plastic, cloth and paper backing except wet-sanding sandpaper); worked asbestos and products thereof only (asbestos and products thereof only) (asbestos cord, vulcanized asbestos, fabrics, wicks, packing sheets, asbestos filter powder, flooring asbestos excluded) (gasketing sheets of Klingerite type included)	30	30	
196	68.04.20	Only abrasive stones for industrial use	75	25	
197	38.19.25	Only stones for use in hard metal manufacture	30	—	For manufacturers of hard metal cutting tips and diamond drills.
	28.56	Only carbides for use in hard metal manufacture			
	34.05.90	Only diamond grit pastes for hard metal manufacture . . .			
	68.04.20	Only diamond dust and hard metal powder abrasive plates and papers for hard metal manufacture (grinding discs) . .			
	68.05	Only manually used diamond dust embedded rods for use in hard metal manufacture . . .			
	71.04	Only diamond powder for use in hard metal manufacture . .			
198	69.02.10	Over 70% alumina content refractory tiles.	1,000	—	
	20	Magnesite refractory tiles.			
	30	Chromo-magnesite refractory tiles.			
	50	50-70% alumina content clay tiles.			
	80	Chromite. (Ministry of Industry*)			
	90	Others.			
199	69.02.60	Semi-silica (75-85% SiO_2) refractory tiles.	100	—	
	40	Less than 50% alumina clay refractory tiles.			
	70	Silica (dienous and quartz) (92-98 SiO_2) refractory tiles. (Ministry of Industry*)			
200	69.09.90	Only ceramic utensils and articles used in laboratories, chemistry and other technical applications	—	5	
201	70.02	Enamel (rubine) glass.	200	5	
	70.03.10 20	Only glass rods and tubes (excluding tubes of outer diameter larger than 18 mm.) . .			
202	70.03.10 20	Glass rods and tubes of outer diameter from 18 mm. to 30 mm.	20	—	
203	70.08.12 22	Only convex safety glass (excluding non-breakable, flat, laminated, safety glass of single or multiple layers), convex, laminated, safety glass of multiple layers included	—	5	
204	70.02.12	Glass fibres.	5	—	
	13	Only fibreglass cords . . .			
205	70.04.10 90 70.06.10 90	Armoured glass; others.	—	1	
	70.05.20	Translucent glass or decorated glass			
206	70.10.10	Only medicine bottles and vials of inert glass (for pharmaceutical industries)	10	—	
207	70.14.21	Only r.t.m. Primus lantern glass .	15	10	
208	70.15.11	Sun glass lenses	—	5	
209	70.17.20 30	Glassware and utensils for laboratories, pharmaceutical and hygienic use	10	10	
210	73.01.20	Casting pigs.	1	—	
	40	Temper pigs. (Ministry of Industry*)			
211	70.03.11, 12 20	Iron and steel scraps. (Ministry of Industry*)	800	—	
212	73.07.10	Blooms. (Ministry of Industry*.)	3,000	—	
	20	Billets. (Ministry of Industry*) .			
213	73.10.11 51 52 59	Wire rods (cold drawn or calibrated rods)	40	—	For nut and bolt manufacturers.
214	73.11	Sections, angles and shapes of iron and steel (excluding drapery rails, cornices, steel poles, plates and perforated sections). (Ministry of Industry*) . . .	200	—	
215	73.12.16 26	Lead plated iron and steel strips of 56·6 to 66 mm. width and 0·14 mm. thickness (for electrical conduit manufacturers). (Ministry of Industry*) . . .	40	—	
216	73.11 12 14	Iron and steel shapes, strips and wires (for the manufacture of textile combs)	20	—	
217	73.12.15 16 25 26	Nickel plated strips of iron and steel (150 mm. or less in width).	5	—	For office file folder manufacture.
	73.14.11 12 21 22	Wires of 4·20 mm. or less in diameter			
218	73.14.11	Only steel wire (for manufacturing wire brushes)	5	—	
219	73.18 73.10	Small and large bore iron and steel tubes and pipes, pressure service			

(*Continued on next page*)

Finance
and Export Directors

please note

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TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
		pipes (welded pipes and steel pipes of 51-159 mm. I.D., 32 Atm. service pressure excluded)	200	25	
220	73.18	Only welded pipes of up to 6 in. dia. (for exhaust piping and muffler manufacture)	10	—	
221	73.12.16 26	Steel strips, tapes, and rolls; coated in lead, tin, aluminium, cadmium, nickel copper alloy metals; 60 mm. to 486 mm. (inclusive) in width and 0·5 to 3·8 mm. (inclusive) in thickness	30	—	For steel shell copper alloy bearing manufacture.
	73.18 73.19	Only drawn pipes			
222	73.20	Pipe fittings of cast iron, or steel (excluding cast iron and iron fittings of up to 2 in. (inclusive) and sleeves, elbows, nipples, Tees of up to 2½ in. (inclusive) diameter)	5	15	
223	73.23	Only non-corrosive steel milk cans	—	10	
224	73.24	Pressure vessels of iron and steel (excluding LPG tubes and tanks)	30	—	
225	73.25	Only steel wire ropes; small and large dia., braided ropes, capstan ropes, etc.	55	20	
226	73.29	Chains made of 13-76 mm. round wires. (Ministry of Industry*)	25	—	
227	73.31.22 23 29	Clout nails, upholsterer's nails, and grooved nails, concrete, steel, iron, brick and marble nails for use with special pistols	—	20	
228	73.32.12 20	Sheet metal screws, chrome plated bolts and screws	8	10	
229	73.31.10	Horseshoe clout nails	—	150	
230	73.34.20 90	Safety pins, hairclips, curlers, rollers, and similar (excluding pins, hair clips, hair pins)	—	5	
231	74.10	Extra-supple braided cables of electrolytic, tempered copper wires of 0·05-07 mm. dia. (for manufacturers of electrical brushes)	5	—	
232	73.37.91 92 84.01.91 99	Only central heater and steam boiler parts (segments excluded)	10	5	
233	74.03.19 74.07.90	Only round solid phosphor-bronze bars of 25 to 150 mm. diameter; only tubular types of 150 to 250 mm.	—	5	
234	74.03.32	Only brass wire (for ball point nib spare manufacturers)	15	—	
235	74.03.39	Other copper alloy wires.			
	74.06.10	Copper powder.			
	74.07.10	Brass tubes.			
	74.08.10	Pipe fittings of brass.			
	20	Pipe fittings of copper.			
	90	Pipe fittings of other metals	20	10	
236	74.05	Copper and brass foils and strips. (Ministry of Industry*)	100	—	
237	74.07	Double wall copper tubes, copper tubes of 10 mm. dia. and smaller capillary tubes	15	5	
238	74.03 19	Only specially alloyed copper electrodes (for manufacturers operating welding machines using disc electrodes)	30	—	
239	74.11	Woven mesh wire (screen wire for industrial use only)	15	—	
240	76.02.30	Aluminium wire rods. (Ministry of Industry*)	1	—	
241	76.02.10	Only aluminium wire (for steel core aluminium conductor manufacturers)	1	—	
242	76.05.20	Only aluminium flakes.			
	76.13	Wire gauze, woven mesh coop wire of aluminium.			
	76.16.10	Only aluminium nails, screws, bolts, nuts, and the like (washers excluded)	15	10	
243	76.03	Aluminium sheets, plates, foils and strips.			
	76.07	Aluminium pipe fittings	40	10	
244	49.09 73.18 73.20 76.06 07 16 84.10.20 30 40 84.10.19 84.18 84.21 84.61	Complete sprinkler systems, necessary piping therefor, and other accessories (excluding LPG tubes, kerosene stoves, city gas stoves and cocks therefor. (Ministry of Rural Affairs* =	—	1	
245	78.01.10	Only virgin lead of 99·97% purity (for battery, metal bearing, galvanized sheet steel, solder wire and red lead and radiator industries only). (Ministry of Industry*)	750	—	
246	79.01.11	Unwrought electrolytic zinc or 98% purity (for galvanized steel sheet manufacturers). (Ministry of Industry*)	700	—	
247	79.01.11	Unwrought and electrolytic zinc ingots (for hot-dip and electroplating industries). (Ministry of Industry*)	400	—	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
248	79.01.21	Only alumino-zinc alloys containing min. 94% zinc (for manufacturers having pressure casting machines). (Ministry of Industry*)	100	—	
249	79.02.10	Solid bars of zinc.			
	20	Profiles of zinc.			
	30	Zinc wires.			
	79.03.40	Zinc powder.			
	50	Zinc flakes.			
	79.06.00	Only zinc nails, screws, washers, bolts, nuts and similar articles	60	20	
250	79.03.10	Zinc plates and sheets.			
	20	Zinc foils.			
	30	Zinc strips	15	5	
251	81.01.10	Only tungsten powder			For drilling bit manufacturers.
	81.02.10	Only molybdenum powder			
	38.01.10	Synthetic graphite bars			
	28.56	Only metallic carbides			
	71.04	Only industrial diamond dust	10	—	
252	82.02.30	Only circular saw blades.			
	40	Toothless saw blades for stone slicing.			
	50	Toothless disc saws for metal cutting	10	10	
253	82.03	Hand tools (excluding files and rasps).			
	82.04	Other hand tools (excluding all kinds of vices, trowels, sledge hammers, carpenters' and joiners' planes, block planes, bench planes, bullnose planes, and similar woodshaving, wooden body hand tools, hammers with metal and of 2 kg. size; jig saw blades, jig saw sets and lash curlers)	—	25	
254	82.03 82.04	Linter saw-blade sharpening files (for plants with linter plants)	15	—	
255	82.05.20	Only milling cutters.			
	30	Only for rifling and grooving work.			
	90	Others (excluding lathe tools cutters and centre drills of speed steel)	25	100	
256	82.10	Cutting edges for blades under 82.09	15	—	
257	82.11.31	Only safety razors.			
	82.12	Scissors and scissor blades.			
	82.13.10	Manicure and pedicure tools and sets.			
	32	Animal hair clippers.			
	20	Cutters for animal hair clippers	—	25	
258	82.13.20	Only cutters for hair clippers (for manufacturers of hair clippers, only)	5	—	
259	83.01	Locks; only of types not manufactured locally due to material or mechanical peculiarities. (Ministry of Industry*)	—	1	
260	83.01.13	Combination lock for safes	—	1	
261	83.09.10 90	Products of base metals	5	5	
262	83.13 84.61	Special valves for aerosol containers	25	—	
263	83.13	Only barrel plugs, bungs, flanges, name-tags, rings	30	—	For manufacturers of 180 litre size and larger drums.
	39.07	Plastic plugs and gaskets			
	39.12	Dope; synthetic latex base			
264	84.06.52 53 54	Diesel and semi-diesel engines of higher than 15 h.p. rating (excluding outboard marine motors)	—	250	
265	84.06	Gasoline and other internal combustion engines of 15 h.p. rating and smaller (excluding outboard motors)	—	250	
266	84.06	Gasoline and other internal combustion engines above 15 h.p. rating (excluding outboard motors)	—	40	
267	84.06	Only cylinder blocks, crankcases, valve covers (excluding two-cylinder blocks up to 15 h.p.)	—	50	
268	84.07	Hydraulic wheels, turbines and other hydraulic engines.			
	84.08	Other engines and power generators	—	1	
269	84.10.11	Dispensing pumps with price indicators and bulk measuring systems.			
	50	Liquid elevators	—	25	
270	84.10.20 30	Motor pumps and turbo-pumps (excluding centrifugal water pumps of single and multi-stages of up to 250 cu. m. (inclusive) capacity driven by diesel engines or other prime movers of up to 15 h.p. (inclusive) any and all deepwell pumps irrespective of prime movers; and inline pumps without base or pedestal) (submersible pumps included).			
	84.19.40	Liquid pumps (excluding deepwell pumps and centrifugal water pumps of single and multiple stages and of all kinds up to 250 cu. m. (included)) (submersible pumps included).			
	84.11	Air and vacuum pumps, motor-pumps, turbo-pumps, air and other gas compressors, motor-compressors and turbo-compressors, free piston generators, fans and the like (excluding manual operated air pumps for tyres; fans of up to 50 cm. diameter, hermetically sealed compressors, at 7 atm pressure,			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
		2·2–4·25 m3 delivery compressors)	400	100	
271	84.11.21	Only gas compressors of over 10 h.p. rating (for the fabrication of industrial type refrigeration installations) . . .	50	—	
272	74.07 74.08	Only copper tubes of up to 10 mm. diameter and fittings therefor .	30	—	For manufacturers of central air-conditioning equipment.
	76.03	Only aluminium tapes in rolls .			
	84.61	Only solenoid and gas-control valves (excluding valves and expansion valves used on LPG bottles, LPG-burning furnaces, LPG bottles, city gas burners and cocks)			
	84.15.99	Only dryers			
	84.11.21	Compressors above 5 h.p. rating .			
273	74.07 74.08	Only copper tubes of up to 10 mm. diameter and fittings therefor .	10	—	For manufacturers of window type unit air-conditioners.
	76.03	Only aluminium tape in rolls .			
	84.61	Solenoid and gas-control valves (excluding LPG gas bottles, LPG stoves, valves and expansion valves used in LPG bottles, city gas stoves and cocks) .			
	84.15.99	Only dryers			
	84.11.21	Only 2-4 h.p. compressors . .			
274	84.12	Only air conditioners for vehicular use	—	1	
275	84.14.91	Only heating coils for bakery ovens	15	—	
276	84.15 84.11 84.17	Only hermetic compressors, thermostats, condensers, evaporators (expansion valves) for refrigerators, or refrigeration units comprising above parts (1-12 (inclusive) to 1-5 (inclusive) h.p hermetically sealed compressors (cords and plugs) excluded)	—	25	
277	84.15	Only hermetic compressors, thermostats, condensers, evaporators (expansion valves), filters, humidity absorbers for household type refrigerators, or refrigeration units comprising above parts (1-12 (inclusive) to 1-5 (inclusive) h.p. hermetically sealed compressors (cord and plugs excluded) . . .	100	—	For commercial type refrigerator manufacturers.
	84.11.21	Only gas compressors. . .			
	84.17	Only condensers of commercial type refrigerators . . .			
278	84.17	Only autoclaves, etuves, sterilizers, hot air chambers for medical use; laboratory machines. .			
	84.18	Only motor-driven centrifuges for medical applications . .	—	40	
279	84.17.12	Only block sterilizers . . .	—	50	
280	84.17.29	Fumigation plant, equipment and machinery. (Ministry of Agriculture*)	—	1	
281	84.18.10	Cream separators (those with capacities higher than 100 litres per hour). (Ministry of Agriculture*)	—	10	
282	84.18.91	Only cream balls (for cream separators)	10	—	
283	84.20.11	Only automatic dial scales.			
	21	Dial weighing machines . .	—	30	
284	84.20.91	Only innerworks and mechanisms, for automatic dial scales and weighing machines (excluding body, body base sheeting, platforms and bowls, platform carriers, articulation arm, spider carrier, dial plate, weight remover levers, front and rear housing sheeting, springs, pins, clips, screws, legs, and bumper rubbers) (for manufacturers of automatic dial type weighing machines and balances only) .	20	—	
285	84.21.11 12 13 91	Sprayers and dusters used in agricultural pesticide and germicide applications (excluding the liquid chemical sprayers; motorless, hand or back and chest carried manual pulverizers and dusters, and stretcher type, motorless trolley pulverizers; and dusters driven through the tractor tail shaft trolley type, power operated pulverizers and sprayer groups of smaller than 400-litre capacity). (Ministry of Agriculture*).	—	100	
286	84.21.24	Only special type of fire extinguishers used for transportation vehicles	—	5	
287	84.21.25 91	Only spray guns, parts therefor .	—	10	
288	84.22.30 90	Hydraulic straightening rams, floor jack and hydraulic jacks used as tools on automotive vehicles (except mechanical and hydraulic tool jacks up to 50-ton capacity)	—	20	
289	84.25	Harvesting and threshing machines, for agricultural crops. (Ministry of Agriculture*) .	—	1,500	
290	84.34	Only litho plates (for offset presses). (Ministry of Industry*)	10	—	
291	84.37.21	Only hand tricot machines .	10	—	
292	84.40.91 92 99	Miscellaneous accessories and parts (excluding inner and outer vessels, tanks and design rollers)	100	10	
293	84.41.98	Other miscellaneous accessories and parts for industrial sewing machines (excluding machine body, table, wheel, treadle, hinges, thread spindle, pedestal and cabinet parts) . . .	—	10	
294	84.41.91 to 97	Only main shaft, ball, housing, cock shaft, cam needle shaft, compressing leg shaft, compressing leg, needle holder, fork, regulator guides and arm (cover excluded), connecting arm, spoon, spoon activator, cam, fork, pinion spindle, complete shuttle gear, shuttle housing (except body), relay, crocheting attachment, crocheting parts (except arm), needle holder bushing gear, needle shaft connecting arm and socket, fork connector for household type sewing machines . . .	—	5	
295	84.45	Machine tools for working of metal and metallic carbides (excluding standard shop lathes 1 to 2·5 m. centres and 18·24 cm. centre heights and portable machines).			
	84.46.10	Machine tools for working optical glasses	—	1	
296	84.38 40.14.20	Slide yoke and bumper belts of all materials, for textile machines. (Ministry of industry*) . .	5	—	
297	84.49	Pneumatic or motor-powered hand tools and machines (excluding electric motor powered ones).			
	85.05	Electro-mechanic and mechanical tools for manual operation (except pedestal type electric bench drills)	—	25	
298	84.51.10	Typewriters (those with standard Turkish keyboard only) (portables excluded) . . .	—	100	
299	84.52.10	Calculators (excluding manual calculators).			
	84.53	Statistics and similar machines (computors) working with punched or perforated cards .	—	100	
300	84.52.20 40 90	Only accounting machines, postmeters (postage mark stamping machines) and ticket printer-dispensers)	—	50	
301	84.54.11	Duplicating machines.			
	12	Addressing machines.			
	84.35.19	Offset type litho-duplicators .	—	20	
302	84.54.21	Coin and bank-note sorting, counting and packaging machines .	—	1	
303	84.54.22	Only manual crank pencil sharpeners	—	10	
304	84.61	Only valves for pressure gas tubes, and acid pressure reducer valves and thermostatic valves; components and appurtenances for such; steam valves of above 10 atm. pressure service class;			

(Continued on next page)

المطار
بنينه
Airport
Benina
الوحيشي
Al Wiheishi
بنغازي مدينة
Benghazi City
الفويهات
Fueihat

An unusual road sign to find in the heart of Surrey! It's one of the new signs for the Benina-Benghazi highway, seen outside the Chertsey factory of Hills (Patents) Ltd., where it was made. More than 130 of such road and traffic signs – complete with Arabic lettering and with the normal designs converted for driving on the right – have now been sent from the factory to Libya.

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
		valves used as spares for machines; engines, etc. (excluding LPG tubes, LPG stoves, city-gas stoves, expansion valves and cocks for the latter) . .	200	10	
305	84.63	Steel shell copper alloy bearings (excluding those with copper alloy top layers to be used as bearings)	—	50	
306	85.01.30	Generating sets (up to and including 15 h.p.) (excluding those coupled with diesel engines) .	—	50	
307	85.01.30	Generating units not coupled with prime movers (for producers of assembled generating sets) .	30	—	
308	85.01.51 52 53	Electric motors up to 10 h.p. rating (excluding auxiliary winding, capacitor fitted asynchronous single phase motors up to 1 h.p. and standard, 3-phase, asynchronous motors) . . .	150	—	
309	85.01.60	Electric motors of up to and including 15 h.p. norm; (3-phase motors excluded) . . .	75	10	
310	85.01.60	Electric motors, power rating higher than 15 h.p. (15 h.p. excluded)	—	15	
311	85.01.81	Only inductance and reactance coils used in radio sets, and other inductance and reactance coils without iron core, weighing not more than 300 gr. . . .	—	25	
312	85.01.91	Accessories and parts (excluding body and chassis, reactance and inductance coils, windings and brushes) (for the manufacture of rectifiers)	25	—	
313	85.03.10	Only mercury dry cells for hearing aids	—	5	
314	85.04	Storage batteries (electric) (Ministry of Industry*) . . .	1	1	
315	85.04.20	Only alkaline storage batteries (excluding lead plate batteries)	—	5	
316	85.04.91 99	Only stationary type battery plates, of thicknesses 5 mm. and over. Only other parts and accessories for alkali type storage batteries (excluding those for lead plate batteries and those liberated for import)	—	5	
317	85.06.91	Spare parts for electro-mechanic house-hold appliances, (excluding bodies, covers, skids, pedestals and motors, fan and vacuum cleaner parts) . .	—	5	
318	85.09	Electric lighting, illuminating and signalling devices for bicycles and the like and automotive vehicles; windshield wipers, defrosters, demisters . . .	—	5	
319	85.11.13 14	Electrical soldering and cutting tools and electrical machines and equipment fitted with power generators for welding, soldering and cutting operations (excluding welding transformers) (including seam welding transformer machines)	20	10	
320	85.13	Teleprinters, telephone switchboards of more than 140 extensions	—	1	
321	85.14.11 19 20	Microphones for telephone sets Other microphones. Loudspeakers	—	10	
322	85.19.19 91	Only telescopic antennae, band selectors; vibrators for automobile radios and ferrite bars .	—	15	
323	85.17	Only fire and safety alarm devices .	—	5	
324	85.18.11 12 13 14 21 22 91	Electrical condensers; dry fixed. Electrical condensers; oil impregnated, fixed. Electrical condensers; oil immersed, fixed. Electrical condensers; electrolytic, fixed. Electrical condensers; variable. Electrical condensers; adjustable. Parts and accessories . . .	400	100	
325	85.19.14	Only weak current relays for switchboards	—	3	
326	85.19	Only fuses for higher than 6,300V service tension and cartridges for same; remote controlled switches, thermal and magnetic switches, thermal-magnetic switches, lightning arrestors and Star/Delta switches above 35A ratings .	—	50	
327	85.19.19 85.26 90.26.10	Only automatic switches . . Insulating fittings for electrical machines, used for electrical connections and containing no metallic parts . . . . . Only kilowatt hour meters; 3-phase	75	—	For control and distribution panel manufacturers
328	85.19.91	Only parts of push-buttons and bronze socket hoods (excluding external protective bodies and covers) (for the manufacturers of push-buttons) . . .	10	—	
329	85.19.11 91	Only fluorescent starter tubes (for starter manufacturers) . .	10	—	
330	85.20	Only illumination bulbs over 1,600 W, fluorescent illumination tubes (straight cylindrical of 20-45 mm. diameter 35 to 175 cm. length excluded. Electric arc lamps. . . .	—	10	
331	85.20	Medical, surgical, dental, veterinary bulbs and tubes, lightbulbs, for thermofax and photocopy machines (excluding mercury vapour tubes and bulbs of up to 1,000 W (inclusive)) . .	20	10	
332	85.20.29	Glow tubes for hot line testers (for line tester manufacturers) .	1	—	
333	85.22.90	Clockwork washing and cleaning units	—	5	
334	85.22.90	Only electrical detonators for blasting explosives . . .	—	5	
335	85.23	Only underground and underwater cables up to 15kV, lead sheathed paper tape insulated (Type NKBA). (Ministry of Industry)*	5	—	
336	85.23	Metallic, plastic, rubber etc., sheathed underground and underwater cables (excluding low tension—up to 15kV, underground cables thermoplastic insulated and paper insulated lead sheathed types (Type NKBA) and underground telephone cables with 40 or less conductors)	20	50	
337	85.23	Round section, enamelled wires of less than 0·10 mm. or larger than and including 3mm. and rectangular section enamelled wires of over and including 10 sq. mm.	15	5	
338	85.25.11	Only high-tension insulators of types internationally classified as chain insulators	—	5	
339	85.25 26	Porcelain insulators for spark plug manufacture only	30	—	
340	85.26	Insulating fittings for electrical machines, used for electrical connections and containing no metallic parts (fittings and parts for the machinery excluded from imports under 85.19.19 excluded)	25	10	
341	87.01	Tractors (specifications to be determined jointly by the Ministry of Agriculture and of Industry). (Ministry of Agriculture*)	—	750	
342	87.14.91	Single and tandem axles for over 10-ton capacity industrial trailers and semi-trailers	50	—	For manufacture of refrigerated vans, industrial trailers and semi-trailers.
343	87.02.21 23	Dump bodies and trucks and ordinary trucks of 15-ton and larger payload capacity (to be imported by legally authorized representatives of manufacturers only. (Ministry of Industry*) .	—	1	
344	87.02.21. 22 87.04.30. 90	Trucks, pick-up trucks and their motorized chassis (excluding metallic and wooden beds) (to be imported by legally authorized representatives of manufacturers) (panel trucks excluded). (To be used through the decision of the Council of Ministers) .	—	1	
345	87.06	Only doors, fenders and safety belts	—	20	
346	87.06	Only spring shackles and fittings therefor, parking brake drums, gas tanks, automotive and tractor wheel drums . . .	—	100	
347	87.07.10 20	Motor-power platform trucks and similar equipment for handling goods, stacking and similar operations at factories, warehouses, etc. (irrespective of the kind of prime mover), tractors of the type used on rails, complete or incomplete) . .	—	1	
348	87.12	Parts, components and accessories for vehicles under 87.09 (excluding frames and handlebars, saddles, luggage racks, fenders, handle grips, tools and tool bags, rear forks, and the front forks of bicycles) . . .	—	10	
349	87.12	Parts and accessories for vehicles under 87.10 and 87.11 (excluding frames, handlebars, saddles, luggage racks, fenders, handle grips, tools and tool bags, rear forks, fenders and bicycle front forks)	—	10	
350	84.14.10 87.01.49	Only refrigerated transport vans. Only refrigerated van tractors. (Ministry of Commerce*) .	—	1,650	
351	88.02.10 23	Only agricultural sprayer airplanes,* motorless fuselages and helicopters. (Ministry of Agriculture*)	—	250	
352	90.01 90.02	All types of prisms, lenses, reflectors and other optical articles (excluding hand mirrors, optical mirrors, concave mirrors and objective and oculars for microscopes)	—	10	
353	90.03.91	Only metallic spectacle frame parts	—	5	
354	90.07.20	Photography apparatus . .	—	5	
355	90.07.10 91 90.09.20 92	Only equipment for microfilming, and parts therefor . . . Only microfilm reading and enlarging equipment and parts therefor.	—	10	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
356	90.08.10 20	Cinema equipment up to but excluding 16 mm. and sound or silent projectors.			
	90.09.10 20	Still (slide) projectors, photographic enlargers and reducers.	—	15	
357	90.08.10 20	Cinema equipment 16 mm. only, and silent or sound projectors .	—	20	
358	90.08.10 20	Cinema equipment of 35 mm. or larger, and or sound projectors.	—	25	
359	90.13.10	Projectors. Other optical instruments and apparatus	—	15	
360	90.16.10	Designing and drafting instruments (metallic bubble levels, trisquares and rulers inclusive) (excluding tailors and shoemakers' tape measures, drafting desks, bubble levels, rulers, trisquares, scale rulers, treble scales, Tees, protractors, curves, pantographs, and students' compasses of the type not sold in special boxes and not containing ink ruling pins) . . .	—	5	
361	90.18	Only masks used in agricultural pesticide applications . .	—	5	
362	90.19.20	Only false teeth of plastic base .	—	2	
363	90.26 10	Only kilowatt-hour meters, 3-phase	—	20	
364	90.28.90	Only fish locating equipment and death rangers (echo sounders) (for aquatic producers only). (Ministry of Commerce*) .	—	1	
365	91.01	Pocket watches, wrist watches and the like	—	50	
366	91.07	Movements for pocket and wrist watches.			
	91.08	Movements (complete) for other clocks	—	10	
367	91.02.10 91.04.10	Alarm clocks (all descriptions) .	—	5	
368	91 05.10 20	Time-printer clocks for workmen's checking-in and check-out recorders	—	5	
369	91.06.	Time-switches with clock or watch movement or with synchronous motors (excluding hallway and staircase automatic light switches).			
	91.09.91	Only spring-loaded pegs for wrist bands, watch-hooks for pocket watches	—	10	
370	92.01.10	Pianos.			
	90	Harpsichords and other string instruments with keyboard.			
	92.02.10	Guitars.			
	90	Other string musical instruments (mandoline excluded).			
	92.03	Pipe organs, harmoniums and other keyboard and similar metallic reed instruments.			
	92.04.10	Accordions.			
	20	Concertinas.			
	30	Mouth organs.			
	92.05.10	Trumpets, trombones.			
	20	Saxophones.			
	90	Other wind musical instruments.			
	92.06.90	Percussion musical instruments (excluding tambourins, drums).			
	92.07	Electro-magnetic electrostatic and electronic and similar musical instruments . . .	—	10	
371	92.12.40	Only classical music records. (Ministry of Education*) .	—	5	
372	92.12.20	Sound recording tapes in spools .	—	5	
373	92.12.90	Spool type magnetic tapes for electronic computing and statistics machines used for recording information	—	10	
374	92.13	Sundry parts, components and accessories for instruments under 92.11 (excluding body plate disc, box and frame) . . .	—	5	
375	94.02.10 20	Only dentists' chairs and operating tables with reclining, rotating and elevating movements. .	—	15	
376	96.02.21	Artists' brushes of all descriptions	—	3	
377	97.03.10	Only miniature motors, for toys .	2	—	
378	98.01.20	Snap fasteners	—	5	
379	98.02.91	Only zipper slides and stops .	25	—	
380	98.03.10 20	Only mechanical pencils.	—	3	
381	98.03.91	Only all types of parts and accessories for fountain pens (excluding body and cap) for fountain pen manufacture . . .	15	5	
382	98.03.91	Ball point parts and accessories (excluding body and cap) for ball point pen manufacture . .	10	—	
383	98.05.10	Pencils.			
	20	Pencil leads.			
	40	Only drawing chalks (excluding tailors' pattern stones) . .	—	5	
384	98.05.30	Pastel crayons for art and education	—	5	
385	98.07.10	Only manual numbering machines	—	1	
386	98.08.10	Only offset printing films . .	—	5	
387	98.09.20	Others	—	1	
388	98.15.10	Only steel vacuum flasks . .	—	5	
		ASSEMBLY INDUSTRIES QUOTAS (**)			
389	Miscellan.	Articles required in connection with production and assembly of tractors	4,500	—	
390	„	Articles required in connection with truck, pick-up and mini bus, field car, 5th wheel and trailer-tractor assembly (excluding metallic and wooden boxes) (for makes and types licensed for production in accordance with chapter III, Art. 1 of the Assembly Industries Regulations)	4,000	—	
391	Miscellan.	Motorized bus chassis and articles required for bus body assembly only	500	—	
392	„	Articles for automobile assembly. (Ministry of Industry*) . .	500	—	
393	„	Articles required for refrigerator production	500	—	
394	„	Materials for radio production .	500	—	
395	„	Materials for electric shaver production	10	—	
396	„	Materials for record player production	25	—	
397	„	Materials for tape recorder production	20	—	
398	„	Materials for elevator and escalator production	150	—	
399	„	Materials for vacuum cleaner production	60	—	
400	„	Materials for automatic telephone switchboard production . .	100	—	
401	„	Materials for typewriter and calculator production only . .	20	—	
402	„	Materials for bus chassis manufacture only (for makes and types to be permitted by the Ministry of Industry only) .	300	—	
		MANUFACTURING INDUSTRIES QUOTAS			
403	Miscellan.	Necessary import items for type manufactures	700	—	
404	„	Materials for electronic equipment manufacture	40	—	
405	„	Materials for liquid fuel burner manufacture	350	—	
406	„	Materials for LPG burner and radiant manufacture . . .	20	—	
407	„	Materials for dry-cell manufacture	600	—	
408	„	Materials for LPG tube, valves, expansion valves, and cocks manufacture	75	—	
409	„	Materials for power and distribution transformer manufacture .	350	—	
410	„	Materials for home-type sewing machine manufacture . .	200	—	
411	„	Materials for industrial sewing machine manufacture . .	100	—	
412	„	Materials for washing machine manufacture	200	—	
413	„	Necessary import materials for vegetable oil manufacturers equipped with hydrogenation facilities	150	—	
414	„	Materials for machine lathe manufacture. (Ministry of Industry*)	150	—	
415	„	Parts and materials for television production. (Distribution to be effected after promulgation of applicable Industry regulations)	200	—	
416	„	Materials for air compressor manufacture. (Ministry of Industry*)	100	—	
417	„	Materials for textile looms manufacture. (Ministry of Industry*)	300	—	
418	„	Only materials for bus body manufacture. (Ministry of Industry*)	25	—	
419	„	Materials for printing ink manufacture	150	—	
420	„	HT switchgear and facilities manufacture	125	—	
421	„	Materials for power-meter manufacture. (Ministry of Industry*)	120	—	
422	„	Materials for motor powered agricultural pulverizer manufacture. (Ministry of Industry*) . .	200	—	
423	„	Materials for manufacture of machinery for olive oil production. (Ministry of Industry*) . .	25	—	
424	„	Materials for manufacture of industrial furnaces (ovens). (Ministry of Industry*) . . .	30	—	
425	„	Materials for electric motor manufacture	200	—	
426	„	Materials required for manufacture of thermoplastic insulated conductors	800	—	
427	„	Materials for loudspeaker manufacture	40	—	
428	„	Materials required for manufacturing motorcycles and three-wheel transport vehicles (tricars)	200	—	
429	„	Materials required for manufacturing bicycles . . .	150	—	
430	„	Materials required for manufacturing paints	1,000	—	
431	„	Materials required for manufacturing cooling units of refrigerators. (Ministry of Industry*) .	300	—	
432	„	Materials required for manufacture of water tubes and flame tubes, high pressure steam boilers and LPG tanks larger than 8 m^3. (Ministry of Industry*)	200	—	
433	„	Materials required by manufacturers of electric light bulbs .	175	—	
434	„	Commodities required for manufacturing leathers . . .	175	—	

(*Continued on next page*)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
435	Miscellan.	Commodities required for manuturing brake and clutch linings .	125	—	
436	„	Commodities required for manufacture of harvester-threshers. (Ministry of Industry*) . .	420	—	
437	„	Imported ingredients for preparation of soft drink concentrates. (Ministry of Industry*) . .	50	—	
438	„	Import materials for oil, fuel and air filters and cartridges. (Ministry of Industry*) . . .	50	—	
439	„	Imperative import goods for initial-stage production for newly established industries. (Ministry of Industry*) . .	200	—	

OTHER QUOTAS FALLING WITHIN MISCELLANEOUS TARIFF HEADINGS

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
440	Miscellan.	Emergency requirements commodities for medicine factories and laboratories. (Ministry of Health*)	200	—	
441	„	Emergency requirements of private enterprise industries. (Union of Chambers*)	700	—	
442	„	Emergency requirements of State enterprises. (Ministry of Industry*)	1,450	—	
443	„	For State enterprise investments (machinery and equipment) (**). (Subject to Ministry of Industry certification in respect to compliance with programme projects.) (Ministry of Finance*) .	20,000	—	
444	„	Private enterprise investments (plant and equipment) (**). 12 million dollar portion for use on projects above $2,000,000 – cost value subject to consultation with Art. 33 of Decree No. 6/9138 on the application and implementation of 1968 Programme, subject to State Planning Department approval. (Union of Chambers*) . .	20,000	—	
445	„	Stabilizing and reserve funds (**). (Ministry of Commerce*) .	—	2,000	
446	„	Against the State Supply Office requirements and those of other Ministries and Governmental Departments. (Minstry of Finance*)	—	2,100	
447	„	Materials included under current import list – for requirements of artisans and small trades (**) (Minstry of Industry*) . .	750	—	
448	„	For requirements of producers of aquatic products. (Ministry of Commerce*)	—	150	
449	„	For procurement of ships (**). (Ministry of Communication*).	—	2,000	
450	„	For materials required for shipbuilding and repairing (**). (Ministry of Communication***)	3,000	—	
451	„	For sports goods requirements. (General Directorate of Physical Training*)	—	50	
452	„	Surplus goods importation. (*) (Ministry of Commerce*) .	—	1	
453	„	Materials for emergency requirements of the Agricultural sector. (Ministry of Agriculture*) .	—	600	
454	„	Materials for emergency requirements of the communications sector (TCDD-State Railways emergency requirements included). (Ministry of Communications*)	1,000	—	
455	„	For goods required for touristic purposes and for touristic facilities. (Ministry of Tourism and Information*) . .	200	—	
456	„	For emergency requirements of the State sector, for petroleum exploration, drilling and refinery and distribution operations, power and mining and petrochemical industry operations and enterprises. (Ministry of Power and Natural Resources*)	1,500	—	
457	„	Emergency requirements of Banks. (Ministry of Finance*) . .	—	50	
458	„	For emergency requirements of Private Sector Mining concerns to (be distributed in accordance with procedures and principles to be determined by Ministries of Commerce, Finance, Industry and of Power and Natural Resources). (Ministry of Power and Natural Resources*) . .	250	—	
459	„	For plant and machinery requirements of Contractors, in connection with Official Sector Contractual works. (Ministry of Public Works*) . . .	2,500	—	
460	„	For importation of special apparatus implements and conveyances for invalids. (Red Crescent Association*)	—	20	
461	„	Medicines and chemicals not included under existing Import Lists. (Ministry of Health*) .	—	45	
462	Miscellan.	For the Izmir International Fair (*) (Ministry of Commerce*) .	—	10,000	
463	„	For investment requirements by Turkish workers abroad. (Ministry of Finance) . . .	250	—	
464	„	For engine manufacture and associated investments. (Ministry of Industry*)	1,000	—	
465	„	For materials for use in producing construction equipment (except those with wheels and crawler sets. (Ministry of Industry*) .	150	—	

(*) Amount indicated against this quota is annual for Year and unused balances from XXth Quota term shall be used in XXIst Quote term. Reference to ministries and other authorities mean that these quotas are subject to the disposal of the said authority.

(**) Amount indicated against this quota is for the six-month period and the unused balances from XXth Quota shall be added and used.

(***) To be subject to increase, commensurate with requirements; under implementation of Decree No. 6/10126 dated June 1, 1968.

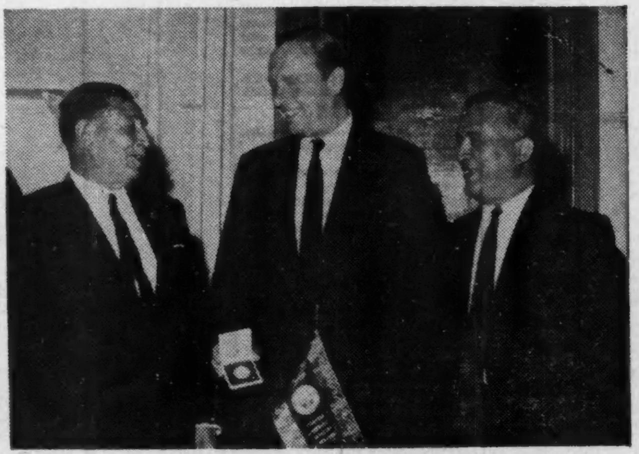
Notes:

(1) If no statistical numbers are indicated against the Tariff headings included in this list all the statistical numbers indicated in the 'Customs entry Tariff Schedule' for the said heading shall be deemed to be included.

(2) Unless specifically annoted with restrictive provisions such as 'only' or 'excluding' all commodity descriptions in the foregoing List shall be inclusive of any and all articles enumerated under respective Item numbers in the 'Customs Entry Tariff Schedules'.

(3) With regard to importations to be made under Quotas marked 'miscellaneous' the goods need not be included in the import lists. However goods included in the Liberation Lists may not be imported against these quotas. Provisions and stipulations regarding changes in commodities are reserved.

The authorities effecting distributions of these quotas shall seek Ministry of Industry certificates from the said Ministry (Provisions and stipulations under Article 33 of Communique 'Importation Series – III, No. 5 on Protection of the Value of Turkish Currency', and those of Paragraph 2, Article 30 of the Import Regulations, are hereby reserved).



The leaders of the Tripoli and Benghazi Chambers of Commerce buying mission to Britain, Haj Ismail Bellamin (left) and Mr. Abdalla Lubbar making a presentation to Lord Erroll, President of the London Chamber of Commerce. The mission is making a six-day visit to Britain as the guests of the London Chamber.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

JORDAN

Import regulations

IMPORT REGULATION No. 28 published in the Jordan *Official Gazette* of June 16, 1968 announced a few changes, including some in the list of goods requiring licences. It also increased from 2 per cent to 5 per cent the fine on goods imported from Mediterranean and Black Sea ports through ports other than Aqaba, thus bringing the fine into line with that imposed on goods shipped from other parts of the world, including the United Kingdom.

However, a further administrative order, effective from July 4, 1968, reduced the fine to 1 per cent in the case of raw materials, irrespective of origin, deemed necessary by the Ministry of National Economy.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

LEBANON

Customs tariff

THE FOLLOWING amendment has been made in the Lebanese Customs Tariff:

Heading No.	Description of Goods	Basis for collection	Normal Tariff
53.06	Yarn of carded sheep's or lamb's wool (woollen yarn), not put up for retail sale:		
	11 (a) No change		
	(b) Other:		
	(1) Prepared from textile waste and used clothes and containing more than 20% by weight of cotton or man-made or synthetic textile		
	23 fibres	K.N.	30 Piastres
		the duty not to be less than Value	14%
	29 (2) Other (no change)		

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

RHODESIA

Customs tariff changes

HE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice, 1968 (No. 6), published as Rhodesia Notice No. 526 of 1968 on July 12, amends the Rhodesia Customs Tariff. The items affected and the ates of duty are as follows:

Tariff Item No.	Item	Duty
134	Pipes, piping, tubes, tubing and fittings: of metal or substitutes therefor:	
	(a) (i) Mild steel tubing, black or galvanized, whether or not perforated, of uniform bore and thickness (the bore being confined to nominal sizes of ¾ inch, 1 inch, 1¼ inches, 1½ inches and 2 inches or, if in metric sizes, 20, 25, 32, 40 and 50 millimetres, and the thickness being confined to British Standard Gauges 7 to 13 inclusive or, if in metric sizes, to 2·35, 2·65, 2·9, 3·25, 3·65, 4·05 and 4·5 millimetres), the ends being plain or screwed and additionally or alternatively, fitted with any form of joint . *ad val.*	25%
	(ii) Mild steel tubing, enamelled: welded or open seam, whether or not perforated (the outside diameter being confined to nominal sizes ¾ inch and 1 inch or, if in metric sizes, 18 millimetres and 22 to 28 millimetres inclusive, and the thickness being confined to 0·056 inch to 0·072 inch inclusive or, if in metric sizes 1·4 millimetres to 1·9 millimetres inclusive), the ends being plain or screwed and additionally or alternatively, fitted with any form of joint *ad val.*	20%
	(Tariff items 134 (b) to 134 (i) remain unchanged)	
264	(1) Brushware, including mops and feather dusters, not being parts of machinery and not being gold or silver mounted, or gold or silver plated:	
	(a) Toothbrushes . . . . . . *ad val.*	20%
	(b) Other . . . . *ad val.*	30%
	(2) Buffing and polishing mops, circular, with a centre hole not exceeding 1½ inches in diameter; composed of layers of woven textile material in the form of circles or sections of circles *ad val.*	15%

Note: Trade between the United Kingdom and Rhodesia is severely restricted. The changes the Rhodesian tariff listed above are published for information only.

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MOROCCO

Global import quotas, 1968

IT HAS BEEN ANNOUNCED in Rabat that the following quotas have been opened for importation into Morocco from all sources during 1968. This list constitutes List B of the current Moroccan import regulations (see *Board of Trade Journal* of July 7, 1967, pages 61-64).

Quotas marked with an asterisk are 'protective quotas', the value of which is strictly limited to that shown. Quotas values are given in thousands of Dirhams, metric tons or units; figures in parentheses after quotas given in metric tons indicate the estimated value of that particular quota.

The closing date for applications for allocations was June 30, 1968, but applications for licences for goods not subject to protective quotas may be lodged as necessary.

The French text of this List, and the current Lists A and C may be consulted at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, to whom all inquiries should be addressed (Tel. 01-248 5757, Ext. 420 or 475).

Nomenclature	Products	1968 Quota (DH '000)
01.02.15	Milch cows	SB
04.06	Natural honey	300
05.04.02 to 05	Guts	100
06.02.01 to 21	Various cuttings, vine plants, mushroom spawn	50
06.02.51 to 72	Living nursery plants	250
07.01.01	Seed potatoes.	15,000
07.01.02	Potatoes for consumption	PM
07.01.51	Tomatoes	SB
08.01.01	Dates	1,000 t (1,500)
08.06.01/11	Dessert apples and pears	500
08.11	Fruit preserved in brine, sulphur water or in other preservative solutions	PM
09.02	Tea	SB
10.01.01/02/11/12	Wheat	SB
10.02 to 04	Rye, barley, oats	SB
10.07.41	Cereal seeds, n.e.s.	SB
11.02.11	Flaked oats	PM
11.08.01 to 13	Starches	SB
11.09	Gluten	SB
12.01.01 Ex 12.01.03	Unroasted groundnuts	1,500 t
Ex 12.01.03, 12.01.06/08/22/23, 15.07.01/03/09/15/18/19	Fatty products, edible, except unroasted groundnuts	SB
12.01.07/18, 15.02, 15.03.13, 15.04, 15.05.11/21, 15.06.01/21, 15.07.02/04/06/07/12/24/27/36, 15.08/09, 15.10.01 to 03, 15.10.31/32, 15.11.11, 15.12.11/12	Fatty products, industrial	25,000
12.01.52/61/62/63/69	Seeds of safflower, sesamum, soya, sunflowers, etc., for sowing	1,000
12.02	Flour of oleaginous seeds and fruits, non-defatted (except mustard flour)	20
12.04.11	Sugar cane	PM
14.03.21/29	Straw for brooms	PM
15.07.14	Crude castor-oil	100
15.07.29/37	Refined sweet almond and castor-oils	50
15.12.01/02	Hydrogenated oils and fats	3,500
17.01.01 to 03	Raw sugar in powder form	SB
17.02 (except 17.02.01, 17.02.44 to 46)	Various sugars and syrups	2,000
5Ex 19.03.01	Rice vermicelli	20
21.06.01/11/21	Active or non-active yeasts for distilling and brewing; prepared baking powders	SB
22.01.11	Natural mineral waters	5,000
22.03	Beer	SB
22.05/06	Wines and vermouths	2,500
22.08/09	Ethyl alcohol, spirits, liqueurs and alcoholic preparations	6,000
25.01.03	Salt (sodium chloride), other than unrefined	200
25.02/03 (except 25.03.32)	Unroasted iron pyrites and sulphur except winnowed sulphur	1,000 t
25.03.32	Triturated winnowed sulphur	130
25.07 to 09 (except 25.07.11/32)	Clays (except bentonite and ghassoul), chalks, earth colours	4,000
25.12/13	Infusorial earth, siliceous fossil meals, pumice stone, corundum and abrasives	500
25.14	Slates	5
25.18/19	Dolomite and magnesia	300
25.23.11/12	Powdered cement	5,000
26.01.02	Roasted iron pyrites	30
Chapter 27 (except 27.01.02/13, 27.02/03)	Combustible minerals, mineral oils, production of their distillation, bituminous materials and mineral waxes	SB
28.02.01	Sublimed sulphur	250
28.17.01/02	Caustic soda and caustic soda lye	8,000 t*
28.23.01	Natural iron oxides (70% plus)	2,000 t (600)
Chapter 30 (except 30.02.00/22, 30.04.11 to 19)	Pharmaceutical products	60,000
30.04.11 to 19	Wadding and gauze put up for retail sale	700
Chapter 31	Fertilizers	SB
32.09.61	Various paints in containers of 5 litres or less	40
34.02	Organic surface-active agents	2,000
34.06	Candles, tapers, etc.	100
35.05	Dextrins and starches	800
Chapter 36 (except 36.02.01, 36.03.01, 36.06.01, 36.07)	Gunpowders and explosives, pyrotechnic articles, matches other than of wood, combustible preparations	4,000
38.12	Glazings and prepared mordants	1,000
39.02.01/02	Polyethylenes in plates, sheets and pipes	300
39.02.32/33	Polyvinyl chloride (except in powder or granules)	1,000
40.08	Plates, sheets, strip, rods and sections of unhardened vulcanized rubber	1,500
40.09.01 to 15	Tubes and pipes of unhardened vulcanized rubber, not combined with other materials or combined with textile materials	1,500
40.11.01/02, Ex 40.11.11 to 13, 40.11.14, Ex 40.11.15 to 17, 40.11.18/21, Ex 40.11.22 to 24, 40.11.25 to 34	Tyres; tyre cases of types not subject to quota (tubes and outer covers), tyres for bicycles or aircraft, outer covers for retreading	8,000 (40.11.31 to 33: 5,000 units maximum)
Ex 40.11.11 to 13, Ex. 40.11.15 to 17, Ex 40.11.22 to 24, 40.11.35 to 44	Tyres of types subject to quota and others	SB*
41.01.11 to 64, Ex 41.02.01 to 45, 41.02.51 to 54, Ex 41.03/04, 41.05 to 10	Raw hides and skins, fresh, salted, dried; equine leather, tanned or worked after tanning; chamois-dressed leather, parchment-dressed leather, patent leather and metallized leather; parings and other waste, leather substitutes	5,000 of which, subject to protective quota;
Ex 41.02.01 to 45, Ex 41.03/04	Hides of large bovines, of calves, of ovines, of caprines, tanned or worked after tanning except waste of less than 3dm2	220 t* (of hides plus 150 t of waste of more than 3dm2)
42.03	Articles of apparel and clothing accessories, of leather	150
44.03.01, 44.03.04/06, 44.03.08/11/12, 44.03.15 to 17, 44.03.21/29	Common woods in various forms	13,000
44.03.13	Various woods	SB
44.05.03 to 19, 44.05.22/29	Woods simply sawn, sliced or peeled, of a thickness of more than 5 mm.	6,000
44.05.31	Coopers' sawings	PM
44.07.02/12	Sleepers, untreated, for railways	100
44.08	Cask-woods	SB
44.11.01	Drawn wood for blinds	PM
44.11.11	Match splints	500
44.14.11/12	Veneer sheets, sawn, sliced or peeled, of a thickness equal to or less than 5 mm., not reinforced on paper or fabric.	500
44.15.02/04	Laminated wood panels with unthickened core	100
44.18	Reconstituted wood	PM
44.22.01/11/12	Casks	1,000
44.25.01	Tools of common wood	SB
44.25.12/13	Wooden tool handles and bodies	200
44.27.01/11/12, 46.03.03/04/05	Articles of furniture, wickerwork and basketware	PM
44.28.44	Other articles of natural wood	250
47.02	Waste paper and paperboard	7,000
48.01.01/02	Printing papers	4,000
48.01.06/11/21/71/72/75, 48.02/03/04, 48.05.11 to 21, 48.06, 48.07.01/11/12/23/25/27/30/31/34, 48.13.01, 48.14, 48.15.21/31/41/51/71, 48.16.02/03/04/06/15, 48.18.01/11/41, 48.20, 48.21.03/07/11/15/17	Paper and paperboard and articles thereof	8,000
48.01.22/23	Kraft paper and paperboard	8,000
48.16.12	Folding boxes and cases of cardboard other than corrugated or compact	50
50.90/10	Natural silk fabrics.	1,000
51.01	Yarn of man-made fibres (continuous)	60,000
51.02, 52.01	Monofils and metallized yarn	6,000
51.04.01 to 14 (except Ex 51.04.07)	Fabrics of continuous synthetic fibres (except for tyres).	Nil*
Ex 51.04.07/27, Ex 55.09.03, Ex 56.07.11	Fabrics for the tyre-making industry	12,000
51.04.21 to 34 (except Ex 51.04.27)	Fabrics of continuous artificial fibres (except for tyres)	Nil*
53.01 to 05	Wool, not carded or combed	18,000
53.06 to 09	Yarn of wool, carded or combed	2,000
53.11/12	Woollen fabrics	Nil*
55.01	Cotton, not carded or combed.	25,000
55.03/04	Cotton waste	1,000
55.05	Cotton yarn	8,000*
55.07/08	Cotton gauze and terry towelling	50*
55.09 (except Ex 55.09.03), 56.07.11 to 23 (except Ex 56.07.11)	Woven fabrics of cotton or viscose staple fibre (except for tyres).	Nil*
56.01 to 04	Man-made fibres (discontinuous)	44,000
56.05.01 to 06	Yarn of synthetic fibres (discontinuous)	8,000*
56.05.11 to 16	Yarn of artificial fibres (discontinuous).	5,000*
56.07.01 to 05	Fabrics of synthetic fibres (discontinuous).	Nil*
57.03/04 (except 57.04.21)	Vegetable fibres: jute, sisal and other.	13.000
Ex 57.06	Yarn of jute (for pyrotechnical uses)	200*
Ex 57.10.03/04	Jute fabrics for cloths known as 'tailor.' cloths' only	15
58.04	Woven pile fabrics	400 t (5,000)
58.08 to 10	Tulles, lace, embroidery	900
59.01.01	Wadding and articles thereof	750
59.04.01 to 04, 59.04.07 to 10, 59.04.13, 59.04.21 to 23	Twine, cordage and ropes, except of sisal	1,000
59.08	Fabrics, coated or impregnated	3,000
59.13	Elastic fabrics	13 t*
59.17.32/33	Straining-bags for oil refinery presses, etc.	50

Nomenclature	Products	1968 Quota (DH '000)
60.01/06	Knitted fabrics	1,500
60.02 to 05, 61.04.01/02	Knitted articles and articles for infants	1,500
61.01 to 03, 61.04.11 to 17	Articles of apparel for men, women and children	100 t*
61.10	Glovewear, stockings and socks, except knitted goods	50
61.11	Other accessories for articles of apparel	50
62.01.01/12/14/15/21	Rugs and blankets other than of cotton or of viscose staple fibre	300
62.02	Household linen	2,000
62.03.01, Ex 62.03.03 to 06	Sacks of flax and hemp fabrics; pitch-coated, paper-lined jute sacks	100 t
62.04	Tarpaulins, sails	400
62.05.21/31	Napkins, sanitary towels and other made-up textile articles	100
63.02	Rags	1,000 t*
Ex 64.01.15 to 17	Protective boots, of rubber, or of plastic material	50*
68.12.05 to 07	Articles of asbestos-cement	200
70.04.12, 70.05.01/11	Glass cast, hammered, patterned, unworked drawn or blown glass, not coloured	1,000
70.08	Safety glass, toughened or laminated	SB
70.10	Carboys, bottles, flasks and jars, of glass	1,500
71.02.01/06/12/13	Semi-precious stones for industrial use	10
71.05.01 to 22	Silver and silver alloys in various forms	100
71.07.11/21/22	Gold in various forms	(gold system)
71.12.01/21/24, 71.13.01	Silver medals and rolled jewellery	50
71.13.14	Various rolled articles	100
71.16.01	Imitation medals	20
Chapter 72	Coin	(gold system)
73.27.11	Metal netting	10
73.31.01	Nails	10
73.32.01/33	Coach screws, screws for wood	500
73.32.11/31/34, 74.15.01/11/13	Bolts and nuts	600 t + SB
Ex 73.36.21	Apparatus for use with gas, including those of the combined type burning gas and liquid fuel	2,000
Ex 73.36.21, 73.36.31	Other apparatus for use with gas including those of the combined type burning gas and liquid fuel, and parts	SB
73.38.14/16	Basins and teapots of enamelled plate	20 t*
73.38.15/17	Dishes and other articles of enamelled plate	60 t*
73.38.18	Other articles of plate, not enamelled or covered with zinc	250
73.39	Steel wool	20
73.59.75	Tinplate	30,000
73.94.11 to 14, 73.94.16 to 19	Iron or steel wire, whether or not coated, other than for electricity	1,500
78.05.01/11	Tubes and pipes of lead	10
82.01.11	Shovels, pickaxes, picks	400
83.13.01/21	Tear-off stoppers and capsules, etc.	250
Ex 83.15.11	Electrodes	SB
84.01.21 to 28	Boilers, other than locomotive or marine	800
84.10.51 to 63	Pumps	SB
Ex 84.15.01	Refrigerating apparatus of a weight of less than 500 kgs., of a capacity of 125 to 290 litres inclusive, except petrol and gas apparatus	2,000 units*
Ex 84.15.01/02	Refrigerating apparatus of less than 500 kgs., other than those subject to quota, and refrigerating vessels	SB
84.16	Calendering and rolling machines, except for metal and glass working	SB
84.17.31 to 71	Dryers and other heating apparatus for various industries	SB
84.18.01 to 21	Centrifuges	SB
84.24.12, 84.24.31 to 33, 84.24.89	Plant-covers with discs, ploughs, harrows and other	SB
84.27	Presses, crushers and other machinery, of a kind used in wine-making, cider-making, etc.	150
84.29	Machinery for the bread grain milling industry, etc.	SB
84.31, 84.33.11	Machinery for the pulp, paper or paperboard industry	SB
84.35.03	Various printing machinery	SB
84.36 to 42, 84.57. 84.59.01 to 21, 84.59.41/43/44, 84.60.11	Machinery for the textile spinning, weaving, bleaching and finishing industries, for preparing, tanning or working hides and skins, for rope and cable-making, glass working, rubber industry, etc.	SB
Ex 84.61.43/44	Non-automatic taps, cocks, and valves of copper alloy, bronze or brass (except blanks): sanitary ware (for toilets, bidets, showers, baths, sinks) stopcocks and taps with interior screw with an orifice less than or equal to 20 mm.	80 t*
Ex 84.61.43/44	Other taps, cocks, and valves (blanks)	120 t
85.01.23 to 26	Transformers of industrial frequency and others	SB
85.03.11/12	Dry batteries of 10 volts and less	3,000
85.03.13	Dry batteries of more than 10 volts	20,000 units*
85.04.01	Lead accumulators	SB
85.05	Tools for working in the hand, with self-contained electric motor	SB
85.12.01	Electric storage water heaters and immersion heaters	150
85.15.01	Radio-broadcasting and television transmission apparatus	SB
Ex 85.15.31	Television reception apparatus including that incorporating radio reception apparatus and/or gramophones except C.K.D.	PM*
Ex 85.15.31, 85.15.61 to 65	Television apparatus in C.K.D. form and parts for radio and television	SB
85.19.71	Switchboards and control panels	SB
Ex 85.23.02/11/12	Electric wire and cable (except co-axial cable) not fitted with connectors, with a metallic covering, insulated with rubber, balata or gutta-percha; or, without a metallic covering, insulated with plastic materials, rubber, balata or gutta-percha, including those incorporating materials other than plastic	500*
Ex 85.23.02/11/12	Wire and cable, other (co-axial cables)	1,500
87.01	Tractors, including those C.K.D.	34,000
87.02.01, 87.04.01	Chassis for motor vehicles of less than 3,000 c.c.	SB
Ex 87.02.11	Private cars of less than 3,000 c.c., C.K.D. only	SB
Ex 87.02.11, 87.02.12 to 14	Private cars of all cylinder capacities (except C.K.D. of less than 3,000 c.c.)	Nil
87.02.21/31/32	Goods vehicles of less than 3,000 c.c.	SB
87.02.51 to 53	Electric vehicles	PM
87.04.11, 87.05.01, Ex 87.05.11/21	Chassis for electric vehicles, bodies for motor vehicles for the transport of persons. Cabs; incomplete or unfinished chassis, for the assembly, by authorized concerns, of goods vehicles	PM
87.06	Parts and accessories for motor vehicles	SB
87.08	Tanks	SB
87.12.01/11/21/22	Chassis and frames for motor cycles and spare parts and accessories for motor cycles and cycles	8,000
90.26.11	Liquid meters	50
Ex 94.01, Ex 94.03.01 to 37	Furniture (prototypes)	PM
94.04.24.25	Quilts and eiderdowns	200
96.01, 96.02.21 to 53	Brooms and brushes, paint brushes and rollers, etc.	200
98.01	Buttons	500
98.03	Fountain pens and stylograph pens	200
98.03.32 to 34	Parts and fittings for fountain pens, pens and pencils, of non-precious metals	400
98.05.11	Lead, slate or colour pencils	100

Notes: SB = selon besoin = according to need; PM = pour memoire = to be borne in mind; t = metric tons; * = protective quota (see introductory paragraph).

UGANDA

Import licensing regulation

STATUTORY INSTRUMENT No. 99 of 1968, published in the Uganda *Official Gazette* of July 5, announces, with effect from that date, the External Trade (Import Prohibition) Order, 1968. The Schedule to the External Trade (Prohibition of the Importation of Goods) Order, 1967, published in the *Board of Trade Journal* of December 15, 1967 (pages 1570-1573) is amended by the addition of the following item:

Schedule

729 1 2 Dry cell batteries for torches, transistor radios, etc. of the following sizes:
D size, medium size, and penlite size.

NOTE: The importation of the class of goods specified above, except those which are manufactured in Kenya and Tanzania are now prohibited from being imported without a specific import licence.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 472, published in the South African *Government Gazette* of July 19, contains applications to the Board of Trade and Industries for increase in duty on:

1. mechanical egg-beaters or food mixers, from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 25 cents each, whichever rate yields the higher amount of duty; and
2. (a) prepared sewing yarn of synthetic fibres (continuous and discontinuous), from the existing duties to 25 per cent *ad valorem* or 7 cents per 1,000 yards,
   (b) yarns of polyester or polyamide fibres (continuous), with a tenacity of six grammes per denier or more, other than single yarn, excluding bleached and dyed yarn, from the existing duties to 25 per cent *ad valorem,*
   (c) bleached and dyed yarn of polyester or polyamide fibres (continuous), with a tenacity of six grammes per denier or more, other than single yarn, from the existing duties to 25 per cent *ad valorem* or 7 cents per 1,000 yards,
   (d) yarn of synthetic fibre (discontinuous), other than single yarn, of a cotton count of 12's or finer but less than 125's, excluding bleached or dyed yarn and knitting yarn, from the existing duties to 25 per cent *ad valorem,*
   (e) bleached and dyed yarn of synthetic fibres (discontinuous), other than single yarn, of a cotton count of 12's or finer but less than 125's, excluding knitting yarn, from the existing duties to 25 per cent *ad valorem* or 7 cents per 1,000 yards.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting references 1, CRE 1453/68, and 2, CRE 1454/68.

MALAYSIA

Import control (1)

THE MALAYSIAN GOVERNMENT GAZETTE dated May 30, 1968, publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 6) Order, 1968, which amends the Customs (Prohibition of Imports) (Federation) Order, 1968, by deleting the following item from the First Schedule:

Tariff No.	Item	Country of Origin
629 115	Other covers for pneumatic tyres, not elsewhere specified	All countries

This means that as from May 20, 1968, these items are no longer subject to specific import licensing.

Import control (2)

THE MALAYSIAN GOVERNMENT GAZETTE dated July 4, 1968, publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 7) Order, 1968, which amends the Customs (Prohibition of Imports) (Federation) Order, 1968, as follows:
First schedule

Tariff No.	Item	Country of Origin
733 111	Bicycles (including children's bicycles in the normal form of adults' bicycles) not motorized . .	(previously only China)
Group 733	Parts and accessories of bicycles (including children's bicycles in the normal form of adults' bicycles), not motorized, falling under group 733 of the Customs Duties Order, 1961 . .	All countries (previously only China)

Second schedule
The following new item has been added:

Tariff No.	Item	Country of Origin
081 402	Flour and meal of fish, crustaceans and molluscs, unfit for human consumption, except prawn dust . .	All countries

This means that the importation into the States of Malaya of the goods specified in the first and second columns and originating from the countries shown in the third column of the above schedule are prohibited, except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

SINGAPORE

Pioneer industries (1)

THE BOARD OF TRADE have been informed by cable of a proposal by the Singapore Government to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	*Products*
1. Adhesives products	Dextrins
2. Food	Corn starch
3. Textiles	Labels

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before August 10, 1968, of his objections and of the grounds on which they are based.

Pioneer industries (2)

THE BOARD OF TRADE have been informed by cable that the following industries and products have been declared Pioneer Industries and Pioneer Products by the Singapore Government under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	*Products*
1. Textiles	(i) Fur garments (ii) Other fur articles
2. Ordnance manufacture	Explosives and ammunition
3. Minting	Coins

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of June 7, 1968, page 1775.

Extension of import, export and customs facilities

SINGAPORE NOTICE TO TRADERS No. 16 of 1968 carries the announcement that a small unit of the Imports and Exports Office has been set up at the Paya Lebar Airport to process Inward and Outward Declarations relating to air cargo.

This Unit will process declarations for all goods except:

(i) Quota restricted goods;
(ii) Counter – import trade goods;
(iii) Transactions requiring special consideration by the Controller and Registrar of Imports and Exports.

The Unit will not normally process applications for special licences.

The facilities provided by this Unit are supplementary to those provided by the Imports and Exports Office at Fullerton Building, Singapore. Declarations in respect of air cargo can, therefore, be submitted either to Fullerton Building or to the Unit at the Airport,

Customs duty amendment

THE SINGAPORE *Government Gazette* dated July 9, 1968, publishes the Customs Duties (Amendment No. 16) Order, 1968, which amends the Schedule to the Customs Duties Order, 1967, as follows:

(i) by inserting immediately after Group 513 the following group and item

GROUP 514:

Other inorganic chemicals:					
5 14 109	Fluorides, chlorides (excluding chloride of lime, calcium hypochlorite, sodium hypochlorite or bleaching powder), chlorites, chlorates (except sodium chlorate), bromides and iodides	Cwt.	Nil	Nil	Nil

(ii) by inserting '(including chloride of lime, calcium hypochlorite, sodium hypochlorite or bleaching powder)' between the words 'bleaching preparations' and 'not' at 554 208 and 554 209.

(iii) by deleting 'other kinds' and substituting 'flashlight and batteries included by the Comptroller under this sub-item' at 729 111-2.

(iv) by inserting after 729 111-2 the following new item:

729 111-9	Other kinds	.Number	Nil	Nil	Nil

(v) by inserting after item 899 419 the following new items:

899 531	Slide fasteners (zip fasteners) . . .	Doz.	1 ct. per inch	1 ct. per inch	Nil
899 532	Parts for slide fasteners (zip fasteners) . .	Value	20%	20%	Nil

HONG KONG

Trade mark fees

THE HONG KONG Trade Marks (Amendment) Rules 1968 which came into operation on July 1, 1968 provide for an increase of certain fees payable under the Trade Marks Rules in connection with applications for the registration or renewal of trade marks. A copy of the above rules is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

AUSTRALIA

Imports: immediate clearance scheme

THE AUSTRALIAN Minister for Customs and Excise has announced that the Department of Customs and Excise is introducing new procedures which will allow the immediate clearance from Customs control of certain imports.

Under this scheme immediate release of specified commodities will be made on presentation of an entry and the payment of duty. Permits would still be required for quarantinable and other restricted goods.

Initially, the procedures will be introduced at Sydney and Melbourne. Later, the scheme would be extended to other ports.

The Department has examined those imports suitable for immediate clearanc procedures and to date, had approved the following goods:

Fertilizers – Chapter 31 of the Customs Tariff;
Newsprint and paper pulp;
Coffee;
Tea;
Sheet glass, items 70.04 to 70.08 inclusive, of the Customs Tariff;
Hessian;
Carbon black.

Other commodities will be included progressively in the scheme and the Department anticipates that immediate clearance procedures can be extended to a significant proportion of Australian imports.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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OF NEW ZEALAND LIMITED
Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

NEW ZEALAND

Prohibition of hay, straw and chaff packing for imported goods

THE NEW ZEALAND Department of Agriculture has made a recent change in policy affecting the importation of hay, straw and chaff. This affects the regulations governing the total ban on the importation and use of these materials for packing purposes for goods of any description or in any other form. With immediate effect, all goods shipped to New Zealand must be accompanied by a declaration to the effect that no hay, straw or chaff has been used for packing.

The Customs Department recommends that the certified invoice should be accompanied by a certificate to the effect that no hay, straw or chaff has been used as packing. Where this is not done the consignment will be subject to inspection by the New Zealand Agricultural Department on arrival in New Zealand before release will be authorized. The cost of any treatment ordered, including the destruction and repacking and incidental charges will have to be borne by the importer.

A party of 20 Japanese businessmen visited the Tottenham, London factory of Kolok Manufacturing Co. Ltd., recently to see consignments of Kolok carbon paper and typewriter ribbons being prepared for Japan. The party consisted of three members of the staff of Kusuda Business Machines Ltd., Tokyo (Kolok agents in Tokyo) and 17 Japanese customers. They are seen here with Mr. J. A. Barnes the company's general sales manager (extreme left, back row), Mr. F. B. O'Brien, managing director (second from left, back row) and Mr. A. Hogan, executive director (third from left, back row).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended:

(i) by the addition of the following new items:

062-01.09 099-09.099	Gelatin desserts – flavoured and sweetened.
072-02	Cocoa powder
072-03.02	Cocoa paste (including cocoa in balls, lumps, slabs and cakes).
075-01	Black pepper.
656-04.02	Bath towels, kitchen towels, toilet sets, bath mats, wash rags.
892-04.01	Postcards and Christmas cards, and

(ii) by the deletion of item 841-01.05 and the substitution therefor of the following:

841-01	Stockings and hose of all types and materials.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

CENTRAL AMERICAN ECONOMIC INTEGRATION

Economic stabilization protocol

HM EMBASSY in San Salvador report that on June 1, in San José, Costa Rica, the Governments of the Republics of Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua signed a Protocol to the General Treaty of Central American Economic Integration establishing emergency measures to defend the balance of payments position of the area. The Protocol creates an economic stabilization tax of 30 per cent of the import duties payable on goods imported from outside the region, except on goods of prime necessity and those required by strategic sectors of the economy, such as agriculture, animal husbandry and transport. The Protocol also authorizes member countries to impose a consumption tax, at rates of up to either 10 per cent or 20 per cent *ad valorem*, on 36 items of a kind produced within the area. Items affected include certain foodstuffs, toilet preparations, jewellery, radio and television apparatus, certain building materials and rayon textiles.

The Protocol, which is effective for a 5-year period, will come into effect eight days after the third Instrument of Ratification is deposited with the Secretariat General of the Organization of Central American States, for the depositing states, and for the remaining states, on the day of deposit of their Instrument of Ratification. The first Instrument of Ratification was deposited on June 21 by Nicaragua who, notwithstanding the terms of the Protocol, implemented on the same day (see below).

NICARAGUA

Economic stabilization; internal consumption; sales and excise taxes

HM EMBASSY in Managua report the ratification by Nicaragua of he Protocol to the General Treaty of Central American Economic ntegration (see above) on and effective from June 21.

The Protocol creates an economic stabilization tax of 30 per cent of the import duty, payable on all goods (unless specifically exemp- ed), entering from outside the Central American Common Market, nd imposes internal consumption taxes of 10 per cent to 20 per ent on certain goods, whether imported or not, of a kind produced vithin the area. In addition, the Nicaraguan Government have in- roduced a sales tax and excise taxes.

The sales tax of 5 per cent, levied on the c.i.f. value of imported oods regardless of their origin, or on the ex-factory price of ational products, is not charged on goods exempted from pay- nent of the economic stabilization tax, or on goods subject to xcise or internal consumption taxes.

Excise taxes are levied on both imported and locally-produced oods such as alcoholic beverages, paints, toilet preparations, paper owels and handkerchiefs, cotton piece-goods, men's shirts and rousers, cement manufactures, mirrors, fans, electric light fittings, urniture and refrigerators.

Unofficial English translations of goods affected by these meas- res may be seen at Tariff Section, Export Services Branch, Board f Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 757, Ext. 474 or 476).

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PERU

Import restrictions

IN LAST WEEK'S *Journal* it was announced that HM Embassy in Lima had reported the publication on June 26 of Supreme Decree No. 202 which provided for a total ban until March 31, 1969, on the importation of an extensive list of luxury and inessential items. This list is given below:

Tariff	Item No.	Description
01.01	1.02	Horses for racing.
	1.03	Horses for polo playing.
01.06	2.01	Canaries and other birds of the serinus species.
02.02		Dead poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (except liver), fresh, chilled and frozen:
	0.01	Dead poultry; poultry meat.
	0.02	Offals.
02.03		Poultry liver, fresh, chilled, frozen, salted or in brine:
	1.01	Fresh, chilled or frozen.
	1.02	Salted or in brine.
	9.01	Others: fresh, chilled or frozen.
02.04		Other meat and edible meat offals, fresh, chilled or frozen:
	1.01	Whale meat.
	1.02	Rabbit meat.
	1.03	Tortoise meat.
	1.99	Other.
	2.01	Offals.
02.06	1.01-9.02	Meat and edible meat offals (except poultry liver) salted, in brine, dried or smoked:
03.01		Fish, fresh (live or dead), chilled or frozen:
	1	Freshwater fish:
	1.01	Intended for re-stocking purposes, including fry for the same purposes.
	1.02	Ornamental.
	1.99	Other.
	2	Salt water fish:
	2.01	Tunny.
	2.02	Barrilete.
	2.03	Bonito.
	2.04	Swordfish.
	2.99	Other.
03.02		Fish, salted, in brine, dried or smoked:
	1	Smoked:
	1.01	Herring.
	1.99	Other.
	2	Salted or in brine, dried or not:
	2.01	Cod and the like (klippfish, etc.).
	2.02	Tunny.
	2.03	Barrilete.
	2.04	Bonito.
	2.05	Swordfish.
	2.99	Other.
	3	Other:
	3.01	Fishmeal fit for human consumption.
	3.99	Other.
03.03		Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans, in shell, simply boiled in water:
	1	Crustaceans:
	1.02	Fresh, chilled or frozen.
	1.03	Dried (including those in the form of meal fit for human consumption).
	1.99	Other.
	2	Molluscs and other shell fish:
	2.02	Fresh, chilled or frozen.
	2.03	Dried (including those in the form of meal fit for human consumption).
	2.99	Other.
04.06		Natural honey:
	0.01	Natural honey.
05.05		Fish waste:
	0.01	Fish waste.
05.07		Skins and other parts of birds, with their feathers or down, feathers whether or not the quills or part of the scapes have been removed, feathers split into two along their length, down, barbs (including barbs with parts of the scape attached, whether or not with trimmed edges), quills and scapes, unworked, cleaned, disinfected or treated for preservation, but not otherwise worked:
	0.01	Skins and other parts of birds, with their feathers or down.
	0.02	Feathers, whether or not the quills or scapes have been removed, down.
	0.03	Powder and waste.
05.08		Bones and horn-cores, unworked, defatted, simply prepared (but not cut to shape), treated with acid or degelatinized; powder and waste of these products:
	0.01	Bones and horn-cores.
	0.02	Bone powder.
	0.99	Other.
05.09		Horns, antlers, hooves, nails, claws and beaks of animals, unworked or simply prepared but not cut to shape, and waste and powder of these products; whalebone and the like, unworked or simply prepared but not cut to shape, and hair and waste of these products:
	0.01	Horns, antlers, hooves, nails, claws and beaks.
	0.02	Whalebone and the like.
	0.99	Other.
05.10		Ivory, unworked or simply prepared but not cut to shape; powder and waste of ivory:
	0.01	Unworked or simply prepared.
	0.02	Powder and waste.
05.11		Tortoise-shell (shells and scales), unworked or simply prepared but not cut to shape; claws and waste of tortoise-shell:
	0.01	Tortoise-shell (shells and scales).
	0.02	Claws and waste of tortoise-shell.
05.12		Coral and similar substances, unworked or simply prepared but not otherwise worked; shells, unworked or simply prepared but not cut to shape; powder and waste of shells:
	0.01	Coral and similar substances.
	0.02	Shells.
	0.03	Powder and waste.
05.13		Natural sponges:
	0.01	Raw, washed or simply cleaned.
	0.02	Prepared.
06.03		Cut flowers and flower-buds of a kind suitable for bouquets or for ornamental purposes; fresh, dried, dyed, bleached, impregnated or otherwise prepared:
	0.01	Fresh.
	0.99	Other.
06.04		Foliage, branches and other parts (other than flowers or buds) of trees, shrubs, bushes and other plants, and mosses, lichens and grasses, being goods of a kind suitable for bouquets or ornamental purposes, fresh, dyed, bleached, impregnated or otherwise prepared:
	0.01	Fresh.
	0.99	Other.
07.01		Vegetables, fresh or chilled:
	9.01	Olives.
	9.02	Garlic.
	9.03	Onions.
	9.04	Tomatoes.
	9.05	Carrots.
	9.99	Other.
07.02		Vegetables (whether or not cooked), preserved by freezing:
	0.01	Asparagus.
	0.02	Spinach.
	0.03	Peas.
	0.04	Beetroot.
	0.99	Other.
07.03		Vegetables provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption:
	0.01	Olives.
	0.02	Capers.
	0.03	Onions.
	0.04	Cucumbers and gherkins.
	0.05	Tomatoes.
	0.06	Carrots.
	0.99	Other.
07.06		Manioc, arrowroot, salep, Jerusalem artichokes, sweet potatoes and other similar roots and tubers with high starch or inulin content, fresh or dried, whole or sliced; sago pith:
	0.01	Manioc.
	0.02	Sweet potatoes.
	0.99	Other.
08.01		Dates, bananas, coconuts, brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not:
	0.01	Dates.
	0.02	Bananas.
	0.03	Pineapples.
	0.04	Mangoes.
	0.05	Avocados.
	0.06	Coconuts.
	0.07	Brazil nuts.
	0.08	Cashew nuts.
	0.99	Other.
08.02		Citrus fruit, fresh or dried:
	0.01	Lemons.
	0.02	Tangerines.
	0.03	Oranges.
	0.04	Grapefruit.
	0.99	Other.
08.03		Figs, fresh or dried:
	0.01	Fresh.
	0.02	Dried.
08.04		Grapes, fresh or dried:
	0.01	Fresh.
08.06		Apples, pears and quinces, fresh:
	0.01	Apples.
	0.02	Pears.
	0.03	Quinces.
08.07		Stone fruit, fresh:
	0.01	Peaches.
	0.02	Apricots.
	0.03	Plums.
	0.04	Cherries.
	0.99	Other.
08.08		Berries, fresh:
	0.01	Strawberries.
	0.99	Other.
08.09		Other fruit, fresh:
	0.01	Melons.
	0.02	Water melons.
	0.99	Other.
08.10		Fruit (whether or not cooked), preserved by freezing, not containing added sugar:
	0.01	Apples.
	0.99	Other.
08.13		Peel of melons and citrus fruit, fresh, frozen, dried, or provisionally preserved in brine, in sulphur water or in other preservative solutions:
	0.01	Peel of citrus fruit.
	0.02	Peel of melons.
09.01		Coffee, whether or not roasted or freed of caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportion:
	1.01	Raw (green or in the bean).
	1.02	Roasted, in the bean.
	1.03	Roasted and ground.
	2.01	Coffee substitutes containing coffee.
	3.01	Coffee husks and skins.
09.02		Tea:
	0.01	Put up for retail sale in containers of up to 3 kg. inclusive.
	0.02	In bulk or in containers of more than 3 kg.
09.03		Mate:
	0.01	Mate.
11.02		Cereal groats and cereal meal; other worked cereal grains (for example rolled, flaked, polished, pearled or kibbled, but not further prepared), except husked, glazed, polished or broken rice; germ of cereals, whole, rolled, flaked or ground:
	2.02	Rolled, flaked, pearled or kibbled cereal grains: of barley.
	2.03	Of maize.
	2.99	Other.
11.03		Flours of the leguminous vegetables falling within heading No. 07.45:
	0.01	Of peas.
	0.02	Of beans.
	0.03	Of lentils.
	0.99	Other.
11.04		Flours of the fruits falling within any heading in Chapter 8:
	0.01	Of bananas.
	0.99	Other.

Tariff	Item No.	Description
11.05		Flour, meal and flakes of potato:
	0.01	Flour.
	0.02	Meal.
	0.99	Other.
11.06		Flour and meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading No. 07.06:
	0.01	Of sago.
	0.02	Of manioc.
	0.99	Other.
12.04		Sugar-beet, whole or sliced, fresh, dried or powdered, sugar-cane:
	0.01	Sugar-beet.
	0.02	Sugar cane.
12.05		Chicory roots, fresh or dried, whole or cut, unroasted:
	0.01	Chicory roots.
12.08		Locust beans, fresh or dried, whether or not kibbled or ground, but not further prepared, fruit kernels and other vegetable products of a kind used primarily for human food, not falling within any other heading:
	0.01	Locust beans and locust bean seeds.
	0.99	Other.
12.09		Cereal straw and husks, unprepared, or chopped but not otherwise prepared:
	0.01	Cereal straw and husks.
14.04		Hard seeds, pips, hulls and nuts, of a kind used for carving (for example, corozo and dom.):
	0.01	Ivory nuts.
	0.99	Others.
14.05		Vegetable products not elsewhere specified or included:
	0.01	Algae.
	0.02	Loofah (vegetable sponge).
	0.03	Quillaja bark.
	0.99	Other.
15.01		Lard and other rendered pig fat: rendered poultry fat:
	1.01	Lard and other rendered pig fat: crude.
	1.02	Refined.
16.01		Sausages and the like, of meat, meat offal or animal blood:
	0.01	Liver sausages (including those made of poultry liver).
	0.02	Sausages and the like, with a basis of meat, whether or not containing bacon.
	0.99	Other.
16.02		Other prepared or preserved meat or meat offal:
	1	Prepared or preserved meat:
	1.02	Mutton.
	1.04	Poultry meat.
	1.99	Other.
	2	Prepared or preserved meat offals:
	2.01	Goose and duck livers.
	2.02	Livers of other animals.
	2.99	Other.
16.04		Prepared or preserved fish, including caviar and caviar substitutes:
	1.01	Anchovy: in oil.
	1.02	In tomato sauce.
	1.99	Other.
	2.01	Tunny fish: in oil.
	2.21	Cooked and in brine.
	2.99	Other.
	3.01	Barrilete: in oil.
	3.21	Cooked and in brine.
	3.99	Other.
	4.01	Bonito: in oil.
	4.21	Cooked and in brine.
	4.99	Other.
	5.01	Salmon: in oil.
	5.02	In tomato sauce.
	5.99	Other.
	6.01	Sardines: in oil.
	6.02	In tomato sauce.
	6.99	Other.
	7.01	Caviar and caviar substitutes: caviar.
	7.02	Caviar substitutes.
	9.01	Other: in oil.
	9.21	Cooked and in brine.
	9.99	Other.
16.05		Crustaceans and molluscs, prepared or preserved:
	1.01	Crustaceans: shrimps.
	1.02	Spiny lobsters.
	1.03	Crayfish.
	1.99	Other.
	2.01	Molluscs and shellfish: cockles.
	2.02	Calamaries, octopuses and cuttle-fish.
	2.03	Mussels.
	2.04	Oysters.
	2.99	Other.
17.01		Beet sugar and cane sugar: solid:
	0.01	With a polarization of up to 97 per cent of sucrose.
	0.02	With a polarization of more than 97 per cent (including sugar candy).
17.02		Other sugars; sugar syrups; artificial honey (whether or not mixed with natural honey); caramel:
	2.01	Sugar syrups.
	3.01	Palm honey.
	3.02	Maple honey.
	3.99	Other.
	4.01	Caramel.
17.03		Molasses, whether or not decolourized:
	0.01	Molasses.
17.05		Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion.
	0.01	Flavoured or coloured sugars, syrups and molasses.
19.03		Macaroni, spaghetti and similar products:
	0.01	Macaroni, spaghetti and similar products.
19.04		Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches:
	0.01	Tapioca and sago.
	0.99	Other.
19.05		Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products):
	0.01	Prepared foods obtained by the swelling or roasting of cereals or cereal products.
19.07		Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit:
	0.01	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit.
20.06	1.01-9.99	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:
20.07	1.01-3.01	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:
21.01		Roasted chicory and other roasted coffee substitutes; extracts, essences and concentrates thereof:
	0.01	Roasted chicory and other roasted coffee substitutes.
	0.02	Extracts, essences and concentrates of the products falling within the preceding item.
21.02		Extracts, essences or concentrates, of coffee, tea or mate; preparations with a basis of those extracts, essences or concentrates:
	0.01	Extracts, essences or concentrates of coffee and preparations with a basis of those extracts, essences or concentrates.
	0.99	Other.
21.03		Mustard flour and prepared mustard:
	0.02	Prepared mustard.
21.04		Sauces; mixed condiments and mixed seasonings:
	1.01	Mayonnaise.
	1.02	Tomato ketchup.
	1.99	Other.
21.05		Soups and broths, in liquid, solid or powder form:
	0.01	Soups and broths, in liquid, solid or powder form.
21.07		Food preparations not elsewhere specified or included:
	0.03	Peanut butter.
	0.99	Other.
24.02		Manufactured tobacco: tobacco extracts and essences:
	1.02	Cigarettes (with paper tubes).
	1.03	Shredded, for smoking.
	1.99	Other.
33.06		Perfumery, cosmetics and toilet preparations:
	1.01	Perfumes (or extracts), including concretes.
	1.02	Toilet waters (eau de Cologne, etc.).
	1.99	Other.
	2.01	Beauty creams, beauty and toilet lotions and waters.
	2.03	Compressed face powders, and cosmetics, including those for theatrical uses, eyebrow pencils, make-up pencils, etc.
	2.04	Lipstick.
	2.05	Nail polishes and varnishes and varnish removers.
	2.06	Deodorizers.
	2.07	Sunburn preventive preparations.
	2.99	Other.
	4.01	Shampoos (whether or not containing soap or detergents).
	4.02	Hair dyes.
	4.03	Permanent waving lotions.
	4.99	Other.
	9.01	Shaving creams (whether or not containing soap or detergents) and after-shave lotions.
	9.02	Animal toilet preparations (dog shampoos, etc.).
	9.99	Other.
34.01		Soap, including medicated soap:
	1.99	Other.
	2.01	Hard soaps in bars or cakes.
	2.99	Other.
	3.01	Hard toilet soaps, including pieces and moulded shapes: in the form of small cakes.
	3.99	Other.
	9.03	Abrasive.
	9.04	Shaving.
34.05		Polishes and creams, for footwear, furniture or floors, metal polishes, scouring powders and similar preparations, but excluding prepared waxes falling within heading No. 34.04.
	0.01	Polishes and creams for footwear.
	0.02	Polishes and creams for furniture or floors.
	0.03	Metal polishes.
	0.04	Scouring powders and similar preparations.
	0.99	Other.
39.07		Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:
	1.01	Tubes, further worked than simply surface-worked.
42.02		Travel goods (for example, trunks, suit-cases, hat-boxes, travelling bags, haversacks, knapsacks, rucksacks, kitbags), handbags, wallets, purses, satchels, brief-cases, collar-boxes, dressing-cases, pouches, toilet-bags, tool-cases and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric:
	1.01	Travel goods of leather such as trunks, valises, suit-cases, dressing-cases, travelling-bags and the like.
	1.02	Scholars' satchels, shopping bags and game bags and other sports bags of leather.
	1.03	Rigid containers of all kinds, of leather.
	1.04	Purses, wallets, note-cases, writing-cases, map-cases, card-cases and the like of leather.
	1.05	Ladies' handbags and purses of leather.
	1.99	Other.
	2.01	Travel goods of vulcanized fibre and of paperboard.
	2.02	Cases and rigid containers of all kinds, of vulcanized fibre and of paperboard.
	2.99	Other.
	3.01	Travel goods of textile fabric or covered with textile fabric.
	3.02	Cases and rigid containers of all kinds, of textile fabric or covered with textile fabric.
	3.03	Handbags, wallets, purses, note-cases, card-cases, map-cases, and scholars' satchels of textile fabric or covered with textile fabric.
	3.99	Other.
	4.01	Travel articles of artificial plastic sheeting.
	4.02	Cases and rigid containers of all kinds of artificial plastic sheeting.
	4.03	Handbags, wallets, purses, note-cases, card-cases, map-cases, and scholars' satchels of artificial plastic sheeting.
	4.99	Other.
42.03		Articles of apparel and clothing accessories, of leather or of composition leather:
	1.01	Gloves for ordinary wear.
	9.01	Other (for ordinary wear).
	9.99	Other.
42.05		Other articles of leather or of composition leather:
	0.01	Blotting pads.
	0.99	Other.
43.02		Furskins, tanned or dressed including furskins assembled in plates, crosses and similar forms; pieces or cuttings of furskins, including heads, paws, tails and the like (not being fabricated):
	2.01	Rabbit or hare (assembled).
	2.02	Of the auchenia species (guanaco, llama and vicuna).
	2.03	Of sheep (astrakhan, caracul and the like).
	2.99	Other.
43.03		Articles of furskin:
	0.01	Of rabbit or hare.
	0.02	Of the auchenia species (guanaco, llama and vicuna).
	0.03	Of sheep (astrakhan, caracul and the like).
	0.99	Other.
43.04		Artificial fur and articles made thereof:
	0.01	In the piece, in the form of rectangles.
	0.99	Other.

(Continued on next page)

PERU, *continued*

Tariff	Item No.	Description
44.20		Wooden picture frames, photograph frames, mirror frames and the like:
	0.01	Unworked or not further worked than plastered.
	0.02	Polished, painted, varnished or faced with base metal.
	0.03	Gilt, platinized or silvered.
44.21		Complete wooden packing cases, boxes, crates, drums and similar packings imported assembled, unassembled, or partly assembled:
	0.01	Of veneered wood or plywood.
	0.99	Other.
44.23		Builders' carpentry and joinery (including prefabricated and sectional buildings and assembled parquet flooring panels):
	0.01	Builders' carpentry (for incorporating in buildings, such as doors, windows, etc.).
44.24		Household utensils of wood:
	0.01	Household utensils of wood.
44.27	0.01-0.99	Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins, and similar receptacles, of wood; articles of wood for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles, of wood.
46.03	0.01-0.99	Basket work, wickerwork and other articles of plaiting materials, made directly to shape; articles made up from goods falling within heading No. 46.01 or 46.02; articles of loofah.
48.14		Writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery:
	0.01	Envelopes.
	0.02	Writing blocks, lettercards, plain postcards and correspondence cards.
	0.99	Other.
48.15		Other paper and paperboard, cut to size or shape:
	1.03	Toilet rolls.
	2.04	Toilet paper in sheets.
48.18		Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting-pads, binders (loose-leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book covers, of paper or paperboard:
	0.01	Registers, exercise books and note books.
	0.05	Albums and book covers, of paper and paperboard.
48.19		Paper or paperboard labels whether or not printed or gummed:
	0.01	Paper or paperboard labels, whether or not printed or gummed.
50.01		Silk-worm cocoons suitable for reeling:
	0.01	Silk-worm cocoons suitable for reeling.
50.10		Woven fabrics of noil silk:
	0.02	Dyed, printed, goffered or having undergone any subsequent dyeing process.
58.01		Carpets, carpeting and rugs, knotted (made up or not):
	0.01	Of silk or waste silk.
	0.02	Of wool or animal hair.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
58.02	1.01-2.01	Other carpets, carpeting, rugs, mats and matting, and 'Kelem,' 'Schumacks' and 'Karamanie' rugs and the like (made up or not).
58.03		Tapestries, hand-made, of the type Gobelins, Flanders, Aubussen, Beauvais and the like, and needle-worked tapestries (for example, petit point and cross stitch) made in panels and the like by hand:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.99	Other.
60.02		Gloves, mittens and mitts, knitted or crocheted, not elastic or rubberized:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
60.03		Stockings, under stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
60.04		Under garments, knitted or crocheted, not elastic nor rubberized:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
60.05		Outer garments and other articles, knitted or crocheted, not elastic, nor rubberized:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
61.01	1.01-9.99	Men's and boys' outer garments.
61.02	1.01-9.99	Women's, girls' and infants' outer garments:
61.03		Men's and boys' under garments including collars, shirt fronts and cuffs:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
61.04		Women's, girls' and infants' under garments:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
61.05		Handkerchiefs:
	0.01	Of silk or waste silk.
	0.02	Of cotton.
	0.03	Of man-made textile fibres.
	0.99	Other.
61.06		Shawls, scarves, mufflers, mantillas, veils and the like:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
61.07		Ties, bow ties and cravats:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
61.08		Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girls' garments:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
61.09		Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), whether or not elastic:
	0.01	Of silk or waste silk.
	0.02	Of cotton.
	0.03	Of man-made textile fibres.
	0.99	Other.
61.10		Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods:
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fabrics.
	0.99	Other.
61.11		Made-up accessories for articles of apparel (for example dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets):
	0.01	Of silk or waste silk.
	0.02	Of wool.
	0.03	Of cotton.
	0.04	Of man-made textile fibres.
	0.99	Other.
62.01		Travelling rugs and blankets:
	0.01	Of silk or waste silk.
	0.02	Of wool or animal hair.
	0.03	Of man-made textile fibres.
	0.99	Other.
62.05		Other made up textile articles (including dress patterns):
	3.02	Garment bags of cotton.
64.01		Footwear with outer soles and uppers of rubber or artificial plastic material:
64.01		
	0.02	Sandals.
	0.99	Other.
64.02	0.01-0.99	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material:
64.03	0.01-0.99	Footwear with outer soles of wood or cork.
64.04	0.01-0.99	Footwear with outer soles of other materials.
64.06		Gaiters, spats, leggings, puttees, cricket pads, shin-guards and similar articles, and parts thereof:
	0.01	Of hide or skin or of leather or composition leather.
	0.99	Other.
65.03		Felt hats and other felt headgear, being headgear made from the felt hoods and plateaux falling within heading 65.01, whether or not lined or trimmed:
	0.01	Women's.
	0.99	Other.
65.04	0.01-0.99	Hats and other headgear, plaited or made from plaited or other strips of any material, whether or not lined or trimmed.
65.05		Hats and other headgear (including hairnets) knitted or crocheted, or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed:
	0.01	Hats and other headgear, knitted or crocheted.
	0.02	Hats or other headgear made up from fabric, lace or tulle.
	0.03	Caps, or uniform caps.
	0.05	Hairnets.
	0.99	Other.
65.06		Other headgear, whether or not lined or trimmed:
	0.01	Of skin or natural or artificial fur.
	0.02	Of feathers or artificial headgear.
66.01		Umbrellas and sunshades (including walking stick umbrellas, umbrella tents and garden and similar umbrellas):
	2.01	Cotton umbrella tents and the like.
	2.02	Of man-made textile fibres.
	2.99	Other.
66.02		Walking sticks (including climbing sticks and seat-sticks), canes, whips, riding-crops and the like:
	2.01	Leather whips, riding-crops and the like.
	2.99	Other.
67.01		Skins and other parts of birds with their feathers or down, feathers, parts of feathers, down, and articles thereof (other than goods falling within heading No. 05.07 and worked quills and scapes):
	0.01	Articles.
	0.99	Other.
67.02		Artificial flowers, foliage, or fruit and parts thereof; articles made of artificial flowers, foliage or fruit:
	0.01	Of artificial plastic materials.
	0.99	Other.
67.03		Human hair, dressed, thinned, bleached or otherwise worked; wool or other animal hair prepared for use in making wigs and the like:
	0.01	Human hair, dressed, thinned, bleached or otherwise worked; wool or animal hair prepared for use in making wigs and the like.
67.04		Wigs, false beards, hair pads, curls, switches and the like of human or animal hair or of textile; other articles of human hair (including hair nets):
	0.01	Wigs, false beards, hair pads, curls, switches and the like of human or animal hair or of textiles; other articles of human hair (including hair nets).
67.05		Fans and hand-screens, non-mechanical, of any material; frames and handles therefor and parts of such frames and handles, of any materials:
	0.01	Fans and hand screens, non-mechanical, of any material; frames and handles therefor and parts of such frames and handles, of any material.
68.10		Other articles of plastering material:
	0.01	Statuettes, articles for interior decoration, decorative objects and the like.
	0.99	Other.
68.11		Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not:
	0.01	Statuettes, articles for interior decoration, decorative objects and the like.
	0.99	Other.
69.13		Statuettes and other ornaments, and articles of personal adornment; articles of furniture:
	0.01	Of common clay.

Tariff	Item No.	Description
	0.02	Of stoneware.
	0.03	Of earthenware.
	0.04	Of porcelain.
	0.99	Other.
69.14		Other articles:
	0.01	Of common clay.
	0.02	Of stoneware.
	0.03	Of earthenware.
	0.04	Of poreclain.
	0.99	Other.
70.09		Glass mirrors (including rear-view mirrors), unframed, framed or backed:
	0.02	Glass mirrors, unworked or simply cut to shape.
70.13		Glassware (other than articles falling in heading No. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses:
	1	Of ordinary glass:
	1.01	Simply blown, moulded or pressed, not further worked.
	1.02	Otherwise worked (cut, emery-ground or engraved, whether or not metallised, etc.)
	1.99	Other
	2	Of crystal or semi-crystal:
	2.01	Simply blown, moulded or pressed, not further worked.
	2.02	Otherwise worked (cut, emery-ground or engraved, whether or not metallised, etc.)
	2.99	Other.
70.14		Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass:
	1.01	Chandeliers, lamps, candlesticks, candelabra and the like, for all kinds of artificial lighting.
71.01		Pearls, unworked or worked, but not mounted, set or strung (except ungraded pearls temporarily strung for convenience of transport):
	0.02	Worked.
71.02		Precious and semi-precious stones, unworked, cut or otherwise worked but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):
	1.02	Sawn, cleaved or bruted precious stones.
	1.03	Cut or otherwise worked precious stones.
	2.02	Sawn, cleaved or bruted semi-precious stones.
	2.03	Cut or otherwise worked semi-precious stones.
71.03		Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):
	0.01	Unworked or simply sawn, cleaved or bruted.
	0.02	Cut or otherwise worked.
71.05		Silver, including silver gilt and platinum-plated silver, unwrought or semi-manufactured.
	0.02	Semi-manufactured (bars, rods, wire, sections, plates, sheets, strips, tubes, pipes and hollow bars).
	0.03	Powder, purls, spangles and cuttings.
71.06		Rolled silver, unworked or semi-manufactured:
	0.01	Bars, rods, plates, sheets and strips.
	0.99	Other.
71.07		Gold, including platinum-plated gold, unwrought or semi-manufactured
	0.03	Purls, spangles and cuttings.
71.08		Rolled gold on base metal or silver, unworked or semi-manufactured:
	0.01	Bars, rods, plates, sheets and strips.
	0.99	Other.
71.10		Rolled platinum or other platinum group metals, on base metal or precious metal, unworked or semi-manufactured:
	0.01	Bars, rods, plates, sheets and strips.
	0.99	Other.
71.11		Goldsmiths', silversmiths' and jewellers' sweepings, residues, lemels and other waste and scrap, of precious metal:
	0.01	Of silver.
	0.02	Of gold.
	0.03	Of platinum.
71.12		Articles of jewellery and parts thereof, of precious metal or rolled precious metal:
	1.01	Of silver.
	1.02	Of gold.
	1.03	Of platinum.
	2.01	Of rolled silver.
	2.02	Of rolled gold.
	2.03	Of rolled platinum.
71.13		Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or rolled precious metal, other than goods falling within heading No. 70.12:
	1.01	Of silver.
	1.02	Of gold.
	1.03	Of platinum.
	2.01	Of rolled silver.
	2.02	Of rolled gold.
	2.03	Of rolled platinum.
71.14		Other articles of precious metal or rolled precious metal:
	0.01	Of silver
	0.02	Of gold.
	0.03	Of platinum.
71.15		Articles consisting of, or incorporating, pearls, precious or semi-precious stones (natural, synthetic or reconstructed):
	1	Of or incorporating pearls or precious stones:
	1.01	Neither mounted nor set.
	1.02	Mounted or set.
	2	Of or incorporating synthetic or reconstructed semi-precious stones:
	2.01	Neither mounted nor set.
	2.02	Mounted or set.
71.16		Imitation jewellery:
	0.01	Of base metal, whether or not gilt, silvered or platinised.
	0.99	Other.
73.36		Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel:
	1	Appliances burning solid fuel:
	1.01	Kitchen ranges.
	1.99	Other.
	2	Appliamces burning liquid fuel:
	2.01	Kitchen ranges.
	2.99	Other.
	3	Appliances burning gaseous fuel, including those burning both gas and liquid fuel:
	3.01	Kitchen ranges.
	3.99	Other.
83.06		Statuettes and other ornaments of a kind used indoors. of base metal:
	1	Of copper and alloys thereof:
	1.01	Crucifixes and other articles intended solely for religious purposes.
	1.02	Statuettes, figurines and other similar articles of no utility value.
	1.99	Other.
	2	Of other base metals:
	2.01	Crucifixes and other articles intended solely for religious purposes.
	2.02	Stateuttes, figurines and other similar articles of no utility value.
	2.99	Other.
83.07		Lamps and lighting fittings, of base metal, and parts thereof, of base metal (excluding switches, electric lamp holders, electric lamps for vehicles, electric battery or magneto lamps, and other articles falling within Chapter 85 except heading No. 85.22).
	1	Electric lamps and lighting fittings (including non-electric parts thereof):
	1.01	Hanging lamps, chandeliers, table lamps, standard lamps and the like.
	1.99	Other.
84.15		Refrigerators and refrigerating equipment (electrical and other):
	1.01	Electric refrigerators, whether or not complete, of a capacity not exceeding 600 cubic dm. (of the domestic type).
	2.03	Cabinets and other furniture designed exclusively to be fitted with refrigerating units of a capacity exceeding 600 cubic dm.
85.12		Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus, electric hair dressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electrothermic domestic appliances; electric heating resistors, other than those of carbon:
	1.01	Household electric instantaneous or storage water heaters and immersion heaters.
	1.02	Electric space heating and soil heating apparatus (radiators, etc.)
85.15		Radiotelegraphic and radiotelephonic transmission and reception apparatus, radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:
	1.03	Battery or accumulator operated radio receivers including portable radios.
	1.04	Radio receivers, domestic type, other than those falling within item 03.
	1.05	Car radio receivers.
	1.06	Radio receivers combined with a record player or recorder.
	2.02	Television receivers, domestic type, including portable models.
	2.03	Domestic type television receivers, combined with a radio-receiver, a record player or a recorder.
87.02		Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09).
	2.05	Motor vehicles for the transport of persons (including passenger vans of the 'Station Wagon', 'Ranch Wagon'; and similar types, built on car chassis), other than public-service passenger vehicles of the F.O.B. value of more than U.S. £3,000.00.
91.01		Pocket-watches, wrist watches and other watches, including stop-watches:
	0.01	With cases of gold, platinum or silver, whether or not incorporating precious stones.
92.11		Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks with or without sound-heads:
	0.01	Gramophones, record-players, and automatic record changers.
94.01		Chairs and other seats (other than those falling within heading 94.02), whether or not convertible into beds, and parts thereof:
	1	Chairs and other seats, of wood, not upholstered, and parts thereof:
	1.01	Of bentwood or other wood.
	1.02	Of osier, rushes, rattan, bamboo and the like.
	2	Chairs and other seats, not upholstered, and parts thereof, other than those of subheading 1:
	2.01	Of artificial plastic materials.
	2.02	Of metal.
	2.99	Other.
	3	Chairs and other seats, upholstered, and parts thereof:
	3.01	Of artificial plastic materials.
	3.99	Other.
94.04		Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed or internally fitted with any material or of expanded, foam or sponge rubber or expanded foam or sponge artificial plastic material, whether or not covered (for example, mattresses, quilts, eiderdowns, cushions, pouffes and pillows):
	1.01	Mattress supports wholly of metal.
	1.99	Other.
	9.01	Mattresses, pillows, bolsters and cushions (including those of expanded, foam or sponge rubber).
	9.99	Other (eiderdowns, quilts, etc.).
95.01		Worked tortoise-shell and articles of tortoise-shell:
	0.01	Simply roughed down.
	0.02	Articles and blankets thereof.
95.02		Worked mother of pearl and articles of mother of pearl:
	0.01	Simply roughed down (including Jerusalem pearls).
	0.02	Articles and blanks thereof.
95.03		Worked ivory and articles of ivory:
	0.01	Simply roughed down.
	0.02	Articles and blanks thereof.
95.04		Worked bone (excluding whalebone) and articles of bone (excluding whalebone):
	0.01	Simply roughed down.
	0.02	Articles and blanks thereof.
95.05		Worked horn, coral (natural or agglomerated) and other animal carving material, and articles of horn, coral (natural or agglomerated) or of other animal carving material:
	1	Horn:
	1.01	Simply roughed down.
	1.02	Articles and blanks thereof.
	2	Coral.
	2.01	Simply roughed down.
	2.02	Articles and blanks thereof.
	9	Other.
	9.01	Simply roughed down.
	9.02	Articles and blanks thereof.

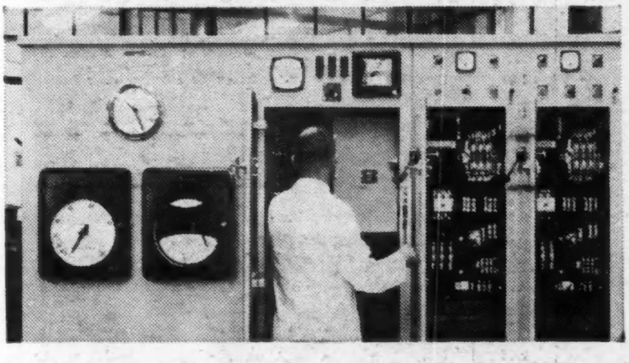
ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

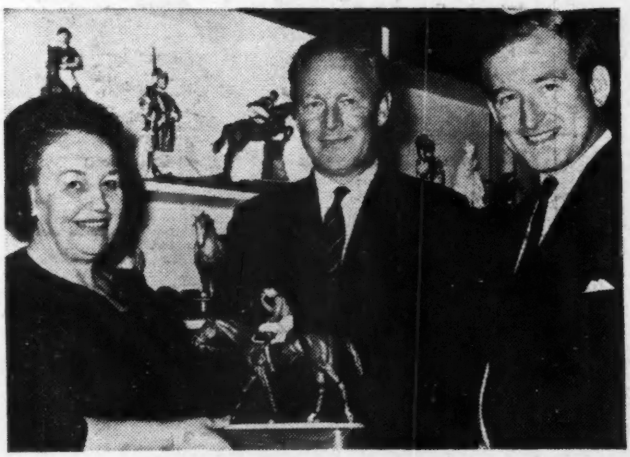
BRAZIL

Import regulations

HM EMBASSY at Rio de Janeiro report that Central Bank Instruction No. 94 issued on July 16 states that import certificates for goods which attract an ad valorem duty of 50 per cent or more will not be granted until the related forward exchange contracts have been closed. The Bank explained that this move was to concentrate short term financing from abroad on imports of goods directly related to industrial production rather than consumer goods, of which locally produced equivalents are at a disadvantage because they do not benefit from overseas financing.



A multimotor switchboard in the test room of Watford Electric and Manufacturing Company Limited. It is one of four to be shipped during July to British Honduras for automatic control of pumping plant. The consulting engineers for the scheme are Scott Wilson Kirkpatrick & Partners and the pumping plant suppliers Lee. Howl & Co. Ltd.



As part of an extensive Royal Worcester sales drive in South Africa, Mr. John Roberts-Powell (export area sales manager) is on a two-month tour, during which he will attend exhibitions in three major stores there. The first at Harvey Greenacre & Co., of Durban, opened on June 28 for two weeks. Picture shows: Miss Maud Carter (left) (buyer – Harvey Greenacre & Co.) and Mr. James Sullivan (British Consul-Commercial, Durban) holding 'The Winner' with, right, Mr. John Roberts-Powell (export area sales manager – Royal Worcester).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

UNITED STATES

Fair Packaging and Labelling Act — corn products

NOTICE WAS GIVEN in the *Board of Trade Journal* of August 4, 1967, of regulations issued by the United States Food and Drug Administration for the enforcement of the Fair Packaging and Labelling Act.

The Food and Drug Administration now propose to amend Section 1.1c of the regulations to exempt cornmeal, cornflour and corn grits from certain of the labelling requirements of the Act.

Interested persons are invited to submit their views in writing preferably in quintuplicate, regarding this proposal by September 9, 1968.

Comments, which may be accompanied by a memorandum, or brief, should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, SW, Washington DC, 20201.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Hazardous substances exemption

THE United States Commissioner of Food and Drugs has exempted the following novelty from classification as a 'banned hazardous substance' under the Federal Hazardous Substances Act:

'Games containing, as the sole hazardous component, a self-pressurized container of soap solution or similar foam-generating mixture provided that the foam generating component has no hazards other than being in a self-pressurized container.'

This exemption became effective on July 10, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle pollution control

THE UNITED STATES Department of Health, Education and Welfare has announced a waiver of the application of Section 208 of the Clean Air Act as amended, in respect of certain standards required by the State of California.

As a result, a number of the standards and test procedures relating to the control of air pollution from exhaust and fuel evaporative emissions from both light and heavy duty vehicles in the State of California are permitted to be more stringent than the Federal standards.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Federal motor vehicle safety standards

THE *Board of Trade Journal* of January 1, 1968 gave notice of a proposal by the United States Federal Highway Administration to issue a new safety standard covering vehicle identification numbers for passenger cars.

After consideration of comments received about this proposal, the Federal Highway Administration has published the following new standard: Standard 115: Vehicle identification number: passenger cars.

This standard, which becomes effective on January 1, 1969, provides for a permanent identification number to be located inside the passenger compartment in a position easily readable from outside the vehicle.

Further details of this standard may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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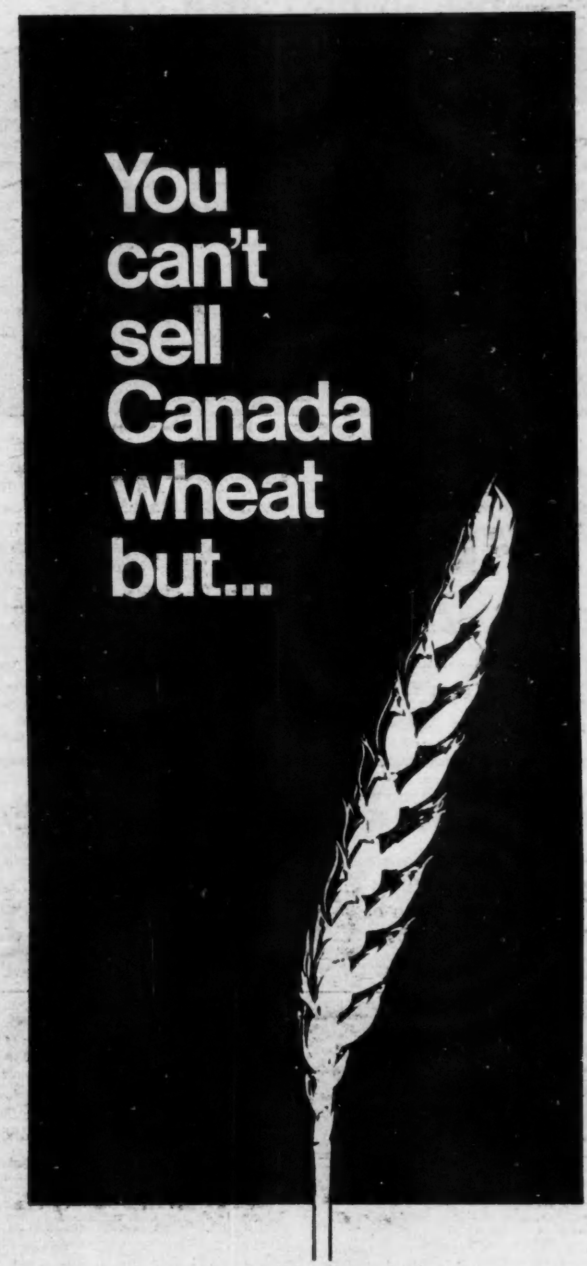
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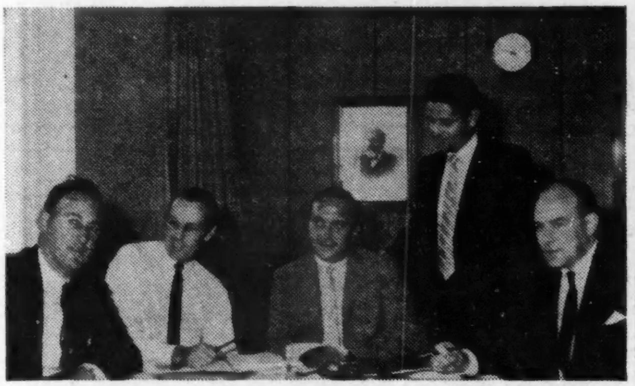
EXPORTING TO THE UNITED STATES



Discussing means of ensuring the continuance of the growth of Huntley & Palmers' exports in America were Mr. Richard Palmer (second left), currently marketing director of Huntley & Palmers and taking over the responsibilty for all Associated Biscuit Manufacturers group exports from the beginning of 1969, together with Mr. Harvey Green (third left), vice-president of Mutual Biscuit Company, ABM's distributors in New York, and Mr. Stanley Moss (second right), ABM's sales manager in the United States. Joining them in laying plans for the future were Mr. David Lodge (first left), currently Jacob's export manager and general export manager-designate of Associate Biscuit Manufacturers (the group comprising Huntley & Palmers, Jacob, and Peek Frean), and Mr. Peter Ainsley (first right), assistant export manager of Huntley & Palmers.

Meakin
GED 744E

A new concept in packaging dinnerware, coupled with American merchandising techniques, enabled J. & G. Meakin Ltd., Hanley, Staffs. to negotiate successfully a $1 million retail contract at the Atlantic City China and Glass Show in January of this year. The sales promotion is based upon a pre-packed dinner service in a carton, that enables the customer to see his purchases. The carton is also suitable for carry-away and counter display. The design of the carton is the result of market research carried out by management. The first shipment, consisting of 1,944 sets of dinnerware, packed into a 40ft. container, supplied by 'Cunard,' left the factory on July 8, and five 40ft. containers will be despatched weekly until the order is complete. 75 tons of dinnerware will be shipped weekly. In 1956 J. & G. Meakin exported only $100 worth of goods to the United States. Today, after concentrating for 12 years upon 'cultivating' the United States market, factory sales are well in excess of $1 million a year.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow Airport (Q)	7 June 1968
Trade by air (6-M)	22 Mar. 1968
Balance of Payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	10 May 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	5 July 1968
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	14 June 1968
Catering trades turnover (M)	12 July 1968
Chemical industries production (6-M)	19 July 1968
Companies:	
Income and finance (Q)	3 May 1968
New companies registered:	
Gt. Britain (M)	19 July 1968
N. Ireland (M)	28 June 1968
Computers;	
UK computer market (Q)	12 April 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	5 July 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	28 June 1968
Production, exports and orders (M)	This week
ECGD business (Q)	7 June 1968
Film industry:	
British Film Fund Agency returns (M)	28 June 1968
Cinema admissions and takings (M)	12 July 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	5 July 1968
Household consumption (Q)	10 May 1968
Footwear industry orders (M)	12 July 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	14 June 1968
Sterling area trade summary (Q)	9 Feb. 1968
Trends in export of manufactures (A)	27 Oct. 1967
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Foreign trade of the UK:	
Unit value and volume index nos. (M)	12 July 1968
Value of overseas trade (M)	19 July 1968
Value of overseas trade: analysis of trends (Q)	10 May 1968
Gold and convertible currency reserves (M)	12 July 1968
Hairdressing trades turnover (M)	12 July 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	17 May 1968
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Industrial building provisional figures (Q)	This week
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Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	19 April 1968
Investment and earnings overseas (A)	19 July 1968
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Machine tools deliveries and orders (M)	12 July 1968
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Analysis of production (A)	5 April 1968
Analysis of production (Q)	5 July 1968
Deliveries (Q)	10 May 1968
Production (M)	5 July 1968
Motor industry:	
Car and commercial vehicle production (M)	28 June 1968
Motor trades turnover (M)	19 July 1968
Partnerships registered (A)	10 Feb. 1967
Pension Funds:	
Assets (A)	12 July 1968
Transactions (Q)	8 Mar. 1968
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Retail trade:	
Index nos. (M)	5 July 1968
N. Ireland index (M)	28 June 1968
Royalty transactions (Q)	21 July 1967
Shipping:	
Movement at UK ports (M)	21 June 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trade (A)	23 Feb. 1968
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Retail (M)	5 July 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textile orders and deliveries (M)	19 July 1968
Cotton production (M)	19 July 1968
Wholesale houses sales (M)	19 July 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	19 July 1968
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	5 July 1968
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	12 July 1968

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	19 July 1968
Board of Trade Regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	14 June 1968
Customs notices of interest to exporters	This week
Directory of Board of Trade Departments and their work	29 Mar. 1968
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Official Receivers' Offices	21 June 1968
United States Consular offices in the UK	17 June 1966

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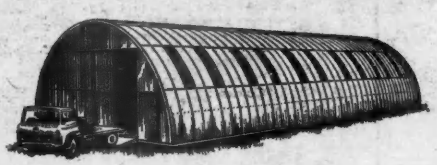

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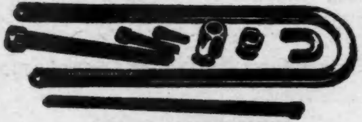

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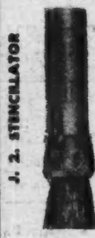

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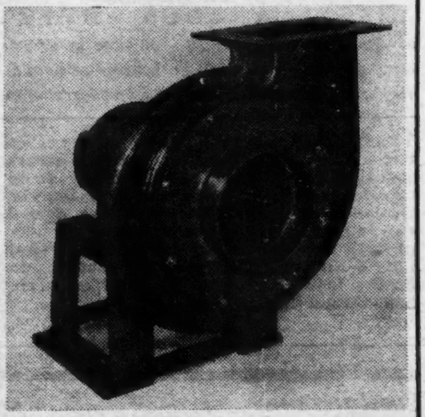

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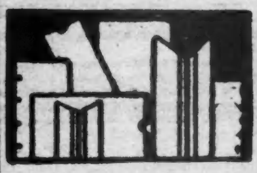

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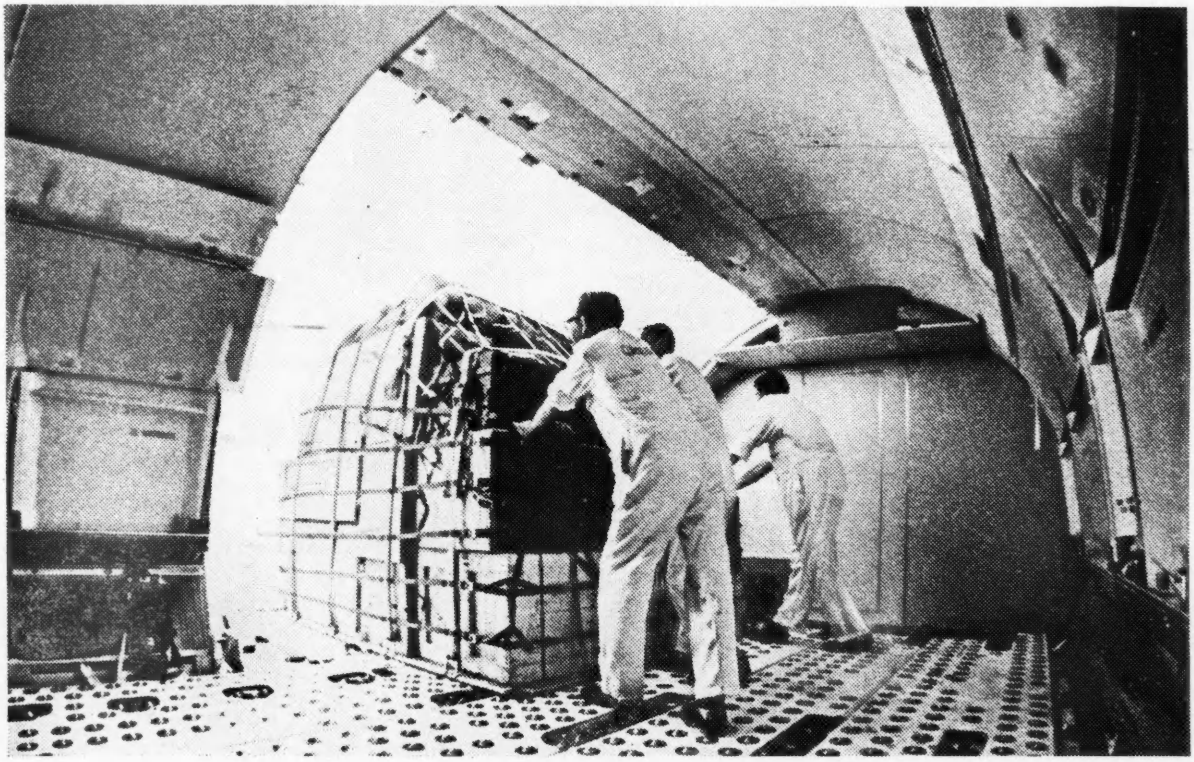

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and accessories—
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freezer plants—fi
suppliers worldw

V294: NOVELTIE
CURIOS—firm se
port worldwide.

Z331: ORIGINA
PAINTINGS, ar
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